

# AMERICAN NURSERYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

JANUARY 1, 1961



*Fagus Sylvatica Laciniata*

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Our complete Spring Wholesale Trade List will be mailed in late January. You will find this list most complete with items of interest to you.

<b>December 28</b>	<b>CONNECTICUT NURSERYMEN'S ASSOCIATION</b> (Cheshire) A. Vanderschoot
<b>January 3 to 5</b>	<b>WESTERN ASSOCIATION OF NURSERYMEN</b> (Kansas City), Hotel Bellerive Don Moffet — Joe Abrahamson — Darrell Holmes
<b>January 3 to 5</b>	<b>INDIANA ASSOCIATION OF NURSERYMEN</b> (Purdue) Bert Welch
<b>January 3 to 5</b>	<b>EASTERN REGIONAL NURSERYMEN'S ASSOCIATION</b> (New York), Roosevelt Hotel A. Vanderschoot
<b>January 12 to 13</b>	<b>NEW JERSEY ASSOCIATION OF NURSERYMEN</b> (Atlantic City), La Concha Hotel A. Vanderschoot
<b>January 12 to 14</b>	<b>IOWA NURSERYMEN'S ASSOCIATION</b> (Cedar Rapids), Montrose Hotel Harley Deems — Don Moffet — Darrell Holmes
<b>January 16 to 18</b>	<b>ILLINOIS STATE NURSERYMEN'S ASSOCIATION</b> (Chicago), Hotel La Salle George Welch — Don Moffet — Darrell Holmes Harley Deems — Bert Welch — Joe Abrahamson Carroll Larson — Paul Terry
<b>January 17 to 20</b>	<b>OHIO NURSERYMEN'S ASSOCIATION</b> (Columbus), Neil House Bert Welch
<b>January 24 and 25</b>	<b>ONTARIO NURSERYMEN'S ASSOCIATION</b> (Hamilton) Bert Welch
<b>January 26 and 27</b>	<b>COLORADO NURSERYMEN'S ASSOCIATION</b> (Fort Collins) Jens Ihrke
<b>February 1 and 2</b>	<b>PENNSYLVANIA NURSERYMEN'S ASSOCIATION</b> (Harrisburg) A. Vanderschoot
<b>February 7 to 9</b>	<b>NEW ENGLAND NURSERYMEN'S ASSOCIATION</b> (Boston), Hotel Kenmore A. Vanderschoot
<b>February 23 and 24</b>	<b>MASSACHUSETTS NURSERYMEN'S ASSOCIATION</b> (Waltham) A. Vanderschoot



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# AMERICAN NURSERYMAN

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*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

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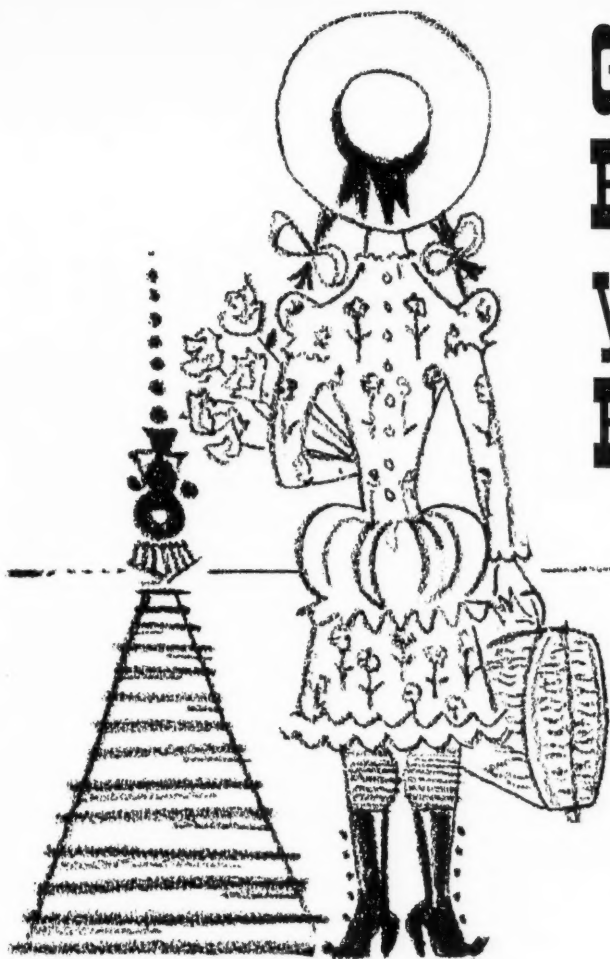
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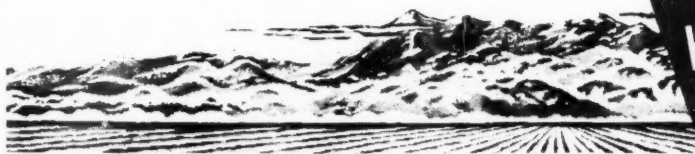
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# AMERICAN NURSERYMAN

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## Editorial

### Happy New Year!

The recent holidays saw throngs of shoppers selecting merchandise of greater variety and abundance, of domestic and foreign manufacture, than ever before, as a reflection of the record high in national consumer income, producing sales totals in retail stores at a new high or near it, while on the same days the newspapers carried reports of mounting unemployment and the designation of additional localities as distressed areas.

This anomaly was reflected in the widely varying differences of opinion expressed by economists and other forecasters at the year-end, all the way from an approaching depression to a resumption of the business boom in 1961.

The puzzling nature of this picture is due, at least in part, to the reliance of economists on old standards of measure, while industry generally is being geared in a new fashion. After the war, particularly in the past decade, the steel industry has added greatly to its capacity, and while production figures are high, the old measure of rate of percentage of capacity is low. The same is true in other fields, notably oil, aluminum, plastics, fabrics and the like. We heard much of a rapidly rising population, and industry prepared for its greater purchases. As new factories were brought into production, with increased reliance on machinery and automation, old and out-of-date factories were closed when the demand was not sufficient to keep them busy also, thus producing the unemployment now much talked about. Competition of new metals with old, of plastics with wood and metal, of new fabrics with their predecessors has produced an amazing array of new devices, appliances and equipment for home, office and shop. Nowadays, too, production costs less per unit and

service costs more. Hence the growth in the gross national income while there are jobs for fewer factory workers.

Nurserymen, in common with farmers, know the story of overproduction. The farmer grows many more bushels of wheat or corn per acre than did his father or grandfather, or even he himself a few years ago. The nurseryman has seen competing stocks of ornamental plants from other sections of the country, as well as his own, under the stimulation of high demand and good prices.

The remark has been often repeated that much more nursery stock is sold in this country annually than ever before, but prices have not risen greatly, especially in comparison with manufactured products. Nurserymen are aware, also, how improved fertilizers, insecticides and herbicides have produced larger crops at small advance in cost because of the more extensive use of machinery. Sales methods have been developed and have actually brought competition of other fields with our own, all to the advantage of the ultimate buyers of most types of nursery stock.

Any one quality of distribution, whether of materials or employment, necessitates readjustment, often difficult and sometimes slow. Overproduction, as those in this industry well know, requires time for assimilation and a recovery of balance between supply and demand. If the politicians do not interfere too much with this progress, by boondoggling and W.P.A. projects like those of a quarter century ago, the American economy will recover from the problems mentioned above, as well as those of the dollar, international trade and world welfare.

So, while the country faces a readjustment to its various problems and predicaments, the nurseryman, having been through a year of trials and tribulations of his own kind, looks back on the old year as one not bad, though not one of the best. Consequently, he is emboldened to meet the new year in a hopeful attitude, recognize the necessity for more thorough planning and perhaps harder work. Sharing in this frame of mind, the staff of this magazine, relying on the company of a stalwart industry and the counsel and assistance of its many friends, wishes them one and all a Happy New Year!

## The Mirror of the Trade

### POPULATION GROWTH

The shift of population from the farm to the city and from the city to its suburbs in recent decades is well known. A greater shift in population with its growth is apparent from the latest census, as of April 1, 1960, recently reported.

The nation's population from 1950 to 1960 grew at a faster rate than at any time since the beginning of the century, when a somewhat more rapid rate prevailed, though the growth was smaller, when the influx of immigrants from foreign countries was greatest, before the first World War and the subsequent restrictions placed upon entries from other countries.

In the past decade the population rose by 27,997,377 to a total of 179,323,175. The increase for the entire country was 18.5 per cent, but the growth according to state varied widely. Florida led the states with a percentage increase of 78.7, while Alaska, Arizona and Nevada were within 5 per cent of that rate.

In terms of greater population, California led all the states, with an increase of over 5,000,000, or 48.5 per cent. Other states with an increase of more than 30 per cent were Colorado, Delaware, Maryland and New Mexico, while additional states which increased more than 20 per cent were Connecticut, Hawaii, Louisiana, Michigan, New Jersey, Ohio, Texas, Utah and Washington. Other states gained in population at a lower percentage rate than the country as a whole, though only two, aside from the District of Columbia, actually declined. By regions, the west led with a growth rate of 38.9 per cent, while the north central, southern and northeastern states gained less than the country's average.

To those in the horticultural field, the effect of the population growth is not highly important, aside from their now having more customers or prospects. Exceptions are the two sunshine states of California and Florida, both with a growth in the neighborhood of 5,000,000 persons. Those states have obviously grown in horticultural importance also in the past decade, in production as well as marketing.

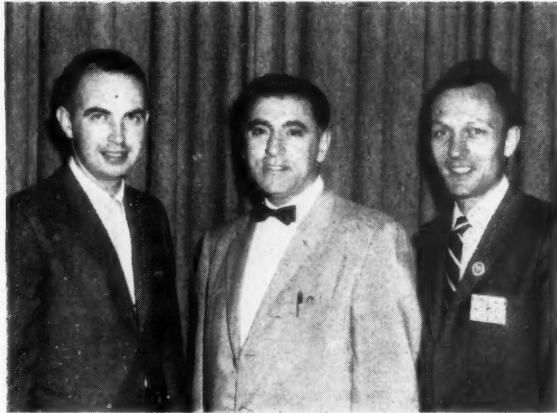
While the population statistics may be important to mail-order firms studying the areas in which they may expand their sales, the chief significance possibly lies in their guidance to newcomers in the field.



# Changing Markets, Theme of New York Meeting

**Varied Awards, Panel Discussions,  
Features of Annual Convention**

*By A. M. S. Pridham*



Officers of the New York State Nurserymen's Association elected at Monticello during the convention held November 29 to December 1: Left to right, Ed Curtis, Curtis Nurseries, Callicoon, secretary; Frank S. BonGiorno, Suburban Nursery, West Hempstead, president, and Eugene Detmer, Jr., Detmer Nurseries, Tarrytown, treasurer.

A record-breaking audience of 550 nurserymen and other members of what was termed at the event as the garden living industry attended the 1960 annual meeting and trade exposition of the New York State Nurserymen's Association at the Concord hotel, Monticello, N. Y., November 29 to December 1. Twenty trade exhibits and 16 educational displays were also records, while the de luxe facilities provided for the meeting, housing and recreation under a single roof also contributed to the success of the event.

Highlights of the conference included recognition of Empire nurserymen; the horticultural press, representing garden communications, and past presidents of the N. Y. S. N. A., and honoring of four individuals who have contributed to the advancement of the garden living industry through research, plant knowledge, production and industry

promotion through trade association activity at the local, state and national levels.

## Association Changes

Among the major changes in the association setup reported for the past year was the establishment of a headquarters at Albany, with a paid executive secretary. Also accomplished was the incorporation of the association and revision of the state organization to include seven instead of the original three substate groups. As a result of this action, the Western New York Nurserymen's Association was dissolved to become a subgroup in the state association. Successful passage of a licensing bill for nurserymen in New York state also took place in 1960.

The members heard reports from the officers and welcomed Frank BonGiorno, Suburban Nurseries, Hempstead, as the new president,

with Ed Curtis, Curtis Nurseries, Callicoon, as secretary, and Eugene Detmer, Detmer's Nursery, Tarrytown, as treasurer.

John Kelly moved a vote of thanks to the retiring officers, A. L. Synesael and Clarence Vanderbrook, who both concluded long periods of activity with the New York State Nurserymen's Association. Through their devotion and patience, it was brought out, much of constructive nature has been accomplished in laying a foundation for development of the garden living industries image and reality as a functioning unit in New York state economy.

Tuesday, November 9, a meeting of the board of directors was held in the morning. In the afternoon, a get-acquainted hospitality party was scheduled at 3 o'clock. Then, in the evening, a dinner honoring Empire nurserymen was presided over by

[Continued on page 99]



The four central figures in the illustration above were recipients of Hall of Fame awards given for the first time at the recent New York State Nurserymen's Association convention. From left to right are shown Valteau Curtis, as he received a second award, the A. A. N. Booster Club award, from Robert Lederer, A. A. N. legislative assistant; Dr. A. M. S. Pridham; Edwin C. Costich, and Charles Perkins receiving the award from C. Powers Taylor.



# Practical Ideas Presented by New York Panels

Garden Center Management, Taxation,  
Landscaping and Grasses Are Topics

By A. M. S. Pridham

A morning period devoted to discussions and panel meetings November 30, during the annual convention of the New York State Nurserymen's Association at Monticello, N. Y., November 29 to December 1, brought a number of speakers into the program, each of whom had practical ideas relating to the specific fields represented. These included garden center management, landscaping, turf grass and taxation.

William Boocock, Four Winds Nursery, Buffalo, chaired the garden center panel. Harry Raben, Garden World, Flushing, L. I., a member of this panel, talking on "Buying for Profit," defined buying as intelligent guesswork, in which being right 65 per cent of the time will lead to profit. He recommended buying against a plan based on experience and shown in records. Such records should give evidence of customers' likes and dislikes. Buying to suit one's own taste is not a good idea. Assortments are desirable and some items should be carried for loss leaders. The price structure should depend on the competition, said Mr. Raben. The importance of salesmen in building a business was also brought out.

## Selecting Stock

"What To Sell?" was a topic handled by Louis Weinstock, Pound Ridge Nurseries, Poundridge, a proponent of orienting sales thinking customerwise. He has found that house plants sell well at the nursery, and he obtains his supplies from Florida. When Dutch bulbs were offered, Dutch cheese also proved popular with buyers. Christmas gifts, Christmas trees and tree ornaments

expand his Christmas business. Mr. Weinstock conducts a landscape school, giving eight lessons for \$16, feeling that this is good customer orientation. He anticipates 100 students in 1961.

Henry Lyon, Young & Halstead, Mount Kisco, advised garden center operators to select stock on the basis of customer likes and dislikes and to use a supplier's technical force and sales aids. He recommended making the most of capital turnover by careful stocking based on sales records.

Merton Congdon, North Collins, described his propagation techniques and noted that his stock is mostly bare-root, standard deciduous material sold at wholesale early in the season, out of state.

Mr. Raben answered several questions and pointed out the fact that moving items are given good locations and that preseason buying is not always the best plan, as last year's products are not often wanted.

## Landscape Prompting

A speaker on the landscape panel, of which C. Powers Taylor, Rosedale Nurseries, Inc., Hawthorne, was chairman, was C. Hermann, Rye, N. Y. He spoke on the desirability of using plants of character to bring personality and individuality to landscape plantings. Plant form, plant structure and texture are all attributes to be studied and developed. This is true of espaliered and pot or tub specimens. Plants of this nature command a price and are needed in modern landscapes of personalized types.

Arthur Murphy, senior landscape architect, New York city parks department, spoke of the next World's



Two of the principal figures in the gala annual banquet honoring past presidents at the recent convention of the New York State Nurserymen's Association: Left, A. L. Synesael, retiring president, recipient of a plaque in recognition of his services, and right, George Hren, who presided as chairman of the dinner program and made the presentation.

Fair as a \$500 million project, with probably as much more to be spent on new approaches and parkways. Flowering trees will be in demand, including koelreuteria, sophora and albizzia.

Now scheduled are, for 1961. Throgs Neck bridge approaches; 1962, stadium; 1962-63, connecting links of the Whitestone-Van Wyke expressway and widening Grand Central parkway, and 1963-64, widening Whitestone parkway and Northern boulevard.

Mr. Murphy asked nurserymen who have specimen plant material of sizes and types needed to cooperate with the Landscape Materials Information Service. Landscape architects must know what materials of unusual landscape value are available.

Mr. Murphy reported satisfaction with ginkgo and willow oak as street trees under city conditions. Euonymus patens appears to be hardy in city plantings.

Frank Karpick, city forester of Buffalo, reported that funds from a bond issue at Buffalo for tree maintenance have made it possible to remove 700 or more diseased elms each year.

All city park trees have been pruned, and over 1,700 new plantings made of 34 varieties of trees, including some experimental types. Records are being made of survival and growth. There is considerable difference for some tree species under Buffalo conditions, and continued planting may lead to significant results.

J. F. Cornman, Cornell University, led a discussion on "Lawns and Turf." Turfgrass is a big crop in New

[Continued on page 48]

# Nurserymen Must Face the Music

By Dr. Max Brunk

During the past 15 years most nurserymen have enjoyed the fruits of a seller's market. Any rapidly growing market tends to be a seller's market. The wholesale value of greenhouse and nursery products in New York has increased from \$15 million in 1940 to an amazing \$56 million in 1960. These products today represent nearly one fourth the value of all crops grown in our state. While most of this \$56 million is represented by greenhouse products, the greatest rate of growth, by far, has been in the nursery business. Looking ahead, we see a market of \$71 to \$73 million by 1970—a growth of 30 per cent in 10 years. In other words, no immediate end of the seller's market is in sight.

The temptations of a seller's market have at the same time made it tough going for some. A seller's market of long duration has conflicting impacts on an industry. With established firms it invites stagnation in selling imagination. It leads to sloppy selling and false security. At the same time, it attracts new people and capital with new ideas on production efficiency and especially on distribution and marketing. Old-established operators who fail to modernize soon find themselves in a so-called, and in my opinion misidentified, cost-price squeeze.

## Greater Changes to Come

We have seen more fundamental changes in the nursery industry during the past 15 years than in the preceding 100 years. In the next 10 years we shall see even greater changes. With all the golden opportunities in view, it is indeed a sad thought that during the 1960's about 20 to 25 per cent of the nurserymen present and perhaps as many as 50 per cent in the state will retire. They will retire not to the sunny shores of California, but rather they will involuntarily fold up their businesses simply because they cannot adjust their method of doing business to fit the requirements of the new market. They cannot change their ways of thinking. In short, they will not be

able to face the music—the beautiful music of opportunity.

What are some of the changes that nurserymen must make to capitalize on this growing new market? First and most important, you must shift the emphasis of your thinking from production to marketing and distribution. This is not an easy transition to make, because habits of thinking are hard to change.

In shifting the emphasis from production to marketing, you cannot afford to lessen your efforts on production. Each year production technology becomes more complex. This means that in order to direct your business and orient it toward the requirements of the new market, you must become a business executive not just in name but in fact. You must depend more and more on employed production specialists to get the job of growing done. The nursery business of tomorrow will be big business, headed by men who think ahead, think big and produce to sell for a known market. It will not be made up of small operators hoping to sell today what they produced yesterday.

## Thinking Big

There are many of you who bemoan the fact that supermarkets and department stores are cutting into the retail nursery business. Many times I have heard nurserymen say, at least for the record, that they

would not sell to the chains because of their competitive, price-cutting practices. This is small-time thinking—a futile effort to maintain the status quo—a sure path to involuntary retirement.

Those of you who are thinking big are trying to find ways of capitalizing on this type of outlet. You recognize that this type of outlet is growing in spite of the fact that you may not like it. You recognize that this type of merchandising does have distribution efficiencies not enjoyed by specialty stores, and you are searching for ways of capitalizing on this market, which has demonstrated its selling power by more than doubling its sales of nursery stock in the past two years.

The American people today lead a fast and furious life. They have money to spend and a yen for the finer things of life. Every day there are more of them, and what is more, a record high proportion of them own homes. The really important thing about these people is that they are in the market for services, and if you cannot offer service to them, they are going to go where they can get it. I am not telling anything new—it is right in front of your eyes—yet many of you just do not seem to want to see what you know to be true. All too many of you are afraid to face the music.

I have not been in close touch with the nursery business the past few years, but it is my guess that some of you have been having a tough time of it while others have had all the business they could handle. I shall also stick my neck out with the guess that the degree of your business success is linked to the degree of services you offer. It is my guess that landscape nurserymen are doing quite well and that conventional growers are feeling the squeeze.

## Increase Service Features

There will always be room for specialists, but a fortune awaits the individual who can develop a package that contains a plant, the fertilizer, all the needed insecticides and fungicides and, yes, even the hole in the ground, so that all Mr. Homeowner needs to do is pick up the item in a drive-in self-service market. This, of course, is stretching the imagination, but that is just what you had better start doing. The nursery business

[Continued on page 71]



Dr. Max Brunk, marketing consultant, who suggested new sales attitudes and techniques to nurserymen attending the Monticello convention of the New York State Nurserymen's Association.

Address, "Facing the Music," given by Dr. Max Brunk, marketing consultant and professor of marketing, New York state college of agriculture, Cornell University, Ithaca, at the convention of the New York State Nurserymen's Association held at Monticello November 29 to December 1, which is reported elsewhere in this issue of the magazine.

# Plant Propagators Meet And Elect at Cleveland

By Fred C. Galle

One hundred eighty-six members and guests registered for the Plant Propagators Society meeting, which was held at the Manger hotel, Cleveland, O., November 30 to December 3, with 20 states represented, in addition to members from Canada and Bermuda.

The new officers elected for 1961 are: President, Martin Van Hoff, Newport, R. I., and vice-president, Dr. William Snyder, Rutgers University, New Brunswick, N. J. Two new members of the executive committee are William Flemer III, Princeton Nurseries, Princeton, N. J., and Jack Hill, D. Hill Nursery Co., Dundee, Ill. Three new members of the membership committee are Roger Coggeshall, Newbury, Mass.; Constant de Groot, Ontario, Canada, and Peter Vermeullen, Neshanic Station, N. J. Jack Hill, of the membership committee, reported that it had approved 38 additional new members, 13 commercial members, eight noncommercial members and nine junior members.

The secretary, Dr. Kenneth Reisch, Ohio State University, Columbus, reported that presently there are 355 members of the Plant Propagators Society, representatives from 36 states, Canada and foreign countries. The secretary's report also mentioned that Dr. Reisch had tendered his resignation as secretary. The new secretary of the Plant Propagators Society, effective March 1, will be Louis Vanderbrook, Manchester, Conn.

## West Coast Report

Also, the secretary's report told of efforts of the committees formed to work on the regional organization on the west coast. The Cleveland meeting was attended by representatives from the West Coast chapter, Donald J. Hartman, San Jose, Calif., president, and Herman J. Sandkuhle, Oakland, Calif., vice-president.

These two men attended the directors' meeting on the forming of the regional organization, and Mr. Hartman gave a report of the western meeting.

The 1961 meeting of the society will be held at Washington, D. C., December 6 to 9. Hans Hess, Wayne, N. J., of the site committee for the 1961 meeting, reported that plans

are to have a tour of the Washington area December 6, with possibly other tours on one other day.

At the annual banquet held Saturday evening, December 3, President Harvey Templeton, Jr., Winchester, Tenn., introduced the past presidents of the organization and then called on Dr. L. C. Chadwick, Ohio State University, Columbus, to present a gift to Dr. Kenneth Reisch, the retiring secretary. Dr. Reisch was given a desk pen set for his outstanding work for the past several years and was tendered a standing vote of thanks by the members.

Zophar P. Warner, Willoughby, O., for the awards committee, announced that Harvey Templeton, Jr., developer of the Phytotektor

technique, was the recipient of the 1960 Plant Propagators' award and will receive, in the near future, a plaque for his outstanding work in the field of plant propagation.

Dr. Frederick G. Meyer, of the United States Department of Agriculture crops research division, Beltsville, Md., was then introduced as the speaker of the evening and gave a beautiful color slide talk on his 1959 trip to collect ornamental plants in Europe and of a trip made to the Mediterranean area in 1957.

A full summary of the various talks and panel discussions will be presented in later issues of the American Nurseryman.

## CASTRO SEIZES GARDEN

Newspaper dispatches report that Premier Fidel Castro's land reform institute has taken over Harvard University's Adkins Gardens and research laboratories, Soledad, Cuba.

Cuban authorities said the botanical center had been abandoned by the Americans.

# Nurseries and Arboretum Toured by Propagators

By John P. Mablsted

Although threatened by the first blizzard of the season, two busloads of nurserymen, propagators and guests left downtown Cleveland, O., Wednesday morning, November 30, on a guided tour of several Lake county nurseries and the Holden Arboretum.

Under the expert guidance of Dave Dugan and Kenneth Fisher, the caravan made its first stop at the Bosley Nursery, on Route 20, Mentor, O. The group was directed to the rose storage room, where Paul Bosley explained the procedures followed in digging, grading, ricking and storing roses. Most of the stock in storage had been recently dug and was in the process of being graded, trimmed and bundled for permanent winter holding.

Both cuttings and seedlings are used for understocks, although it was noted that seedlings often gave a more uniform, whorled root system. Mr. Bosley explained that as the plants are dug in the field they are taken immediately to the storage, where they are temporarily ricked by variety. As time permits, they are

graded, bundled and root packed in peat moss, with roots to the back of the rick and the tops out.

The final step is then a thorough dusting with terrachlor, which has been found to control effectively many of the storage molds. After all the stock has been worked over, the temperature is lowered to near freezing, which further retards the development of storage molds and keeps the plants dormant. It was also pointed out that Wilt-Pruf has been used successfully as a cane dip when applied just prior to shipping. When this is done, it is necessary to allow the canes to dry in a moderately warm room in order to prevent the formation of a white residue. Properly dipped, the canes appear quite glossy, and the general appearance of the plant is enhanced, in addition to being protected against large losses of moisture.

## Styrofoam Storage Structure

The group then was directed into a connecting storage that was recently constructed using Styrofoam [Continued on page 62]



# Varied Program Attracts Minnesotans

Top Attendance Hears Panel and Talks on Landscape and Management Problems

By Donald Kaupert

Interest ran high in the program prepared for the 35th annual convention of the Minnesota State Nurserymen's Association held at the Lowry hotel, St. Paul, December 5 and 6. Evidence of this lies in an attendance mark of 158—a new record for the Minnesota meeting. Highlights of the program were the president's address by Lawrence Bachman, Bachman's, Inc., Minneapolis; four round-table discussions on inventory control, problems concerned with landscape work, cost accounting and landscape design, and a talk entitled "The Modern Nursery Storage," given by Vincent Bailey, J. V. Bailey Nursery, St. Paul. Offering much helpful information were additional talks on telephone usage, labor relations and landscape design.

A new slate of officers was elected to guide the M. S. N. A. for the coming year. Donald Wedge, Wedge Nursery, Albert Lea, was elected president succeeding Mr. Bachman. Charles Hawkins, Rose Hill Nursery, St. Paul, was chosen vice-president, and Edward Reid, Park Nurseries, St. Paul, was retained as secretary-treasurer.

New members of the board of directors for 1961 will be James Willmont, Nicolle Nursery, Minneapolis; Max Sargent, Red Wing Nursery, Red Wing, and, ex-officio, Lawrence Bachman.

## President's Address

In his president's address, Mr. Bachman first reviewed the year's business for nurserymen in the state, emphatically declaring that the generally lessened volume in 1960 should not be made a reason for lowering prices another season. Now is the time to take steps to conserve the business, he said, and this can be done by selling quality instead of price. Promotions and sales inducements have their place, but these should be planned to give the nurseryman a profit, Mr. Bachman stated. The nature of his product and the values it offers buyers should raise the nurseryman's opinion of plant values, the speaker added.

Reviewing the reasons for optimism, Mr. Bachman pointed out that more persons are thinking of trees and shrubs as a necessity rather than as frills. He felt that this is an area in which the American Association

of Nurserymen could assist by preparing a brochure for distribution to home loan agencies, finance companies and building supply firms, featuring the benefits to be derived from landscaped surroundings for a home.

It will take years for nurserymen to catch up with the needs of old and new homeowners, while the commercial and industrial fields are still almost fresh, the speaker continued. In Minnesota, the highway program is still new and will open many other landscape opportunities. The Lower Loop redevelopment in Minneapolis is likely to be the forerunner of similar efforts in cities all over the state, creating a big market for plants.

## Association Projects

With reference to current association activities, President Bachman called attention to work that had been done in co-operation with the state university staff and electric utility officials to prepare a recommended list of trees suitable for planting under power lines. Another project to which the association is giving full support is the program of the state division of plant industry to combat the Dutch elm disease in the state. Meetings have been held with municipal groups to tell the story of the disease, apprise them of its present location and spell out what can be done to cope with it.

The speaker said that a brochure on the subject for public distribution on request is about ready for printing.

The continuing need on a part-time basis for a secretary-treasurer and program director for the association was told, and recommendations for someone to fill the position were requested by President Bachman. He also urged a continued fight for bids on highway landscape plantings separate from the construction contracts and continued opposition to appropriations for state nurseries that compete with private industry.

## Landscape Design Talk

Following President Bachman's opening address, a talk on the relationship of landscape design to architecture was delivered by Robert Cerny, of Cerny & Associates, an architectural consultant firm in the Twin cities.

Mr. Cerny said that the key to individuality for homes built with an architectural sameness is to employ different landscaping plans for the various properties. In early history, Mr. Cerny stated, landscape men, architects and artists worked in close unity to achieve their ends; there was an awareness that this unity was a necessary element in achieving good over-all design and continuity. Later, there came on the scene a school of architects which, seemingly

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Lawrence Bachmann (second from right), president of the Minnesota State Nurserymen's Association for the past two years, congratulates his successor, Don Wedge, on his election to the presidency at the recent M. S. N. A. convention at St. Paul. Ed Reid, retained as secretary-treasurer, is shown at left, and Charles Hawkins, newly elected vice-president, at right.

# Storage of Nursery Stock

By Vincent K. Bailey

When one is talking about storage of deciduous plants, it is usually in terms of keeping them over winter. I, too, am talking of the normal problems of winter storage. But I wish to make it clear that most of the conditions needed for long-term holding of plants in a viable condition are just as important for the man who holds a plant for a day, a week or a month. Plants are a perishable commodity, and if they are subjected to adverse conditions for even a short time, their viability may be reduced.

There are many methods of holding plants in good condition from the time they are removed from the soil where they grew until they are placed in their final location in the landscape or orchard. For short-time holding, plants may be heeled in, but this practice should be used only in extreme cases. Plants may also be placed in cans or pots until they are used in the final landscape.

This article considers only the placing of plants inside a building. This building may be belowground or aboveground; with modern construction methods it makes little difference.

## Objectives

Before going into details, I think the objectives should be given. The two main ones are (1) preventing growth and (2) preventing drying of the plant roots and tops. This is reducing the problem to its simplest form. It is also necessary to prevent fungus and mechanical injury, but if a good job is done on the first two objectives, the others will be minor. These objectives may seem elementary and hardly worth mentioning, but after all they are the two basic things one tries to do in storage.

In the past, most storage quarters were underground. Moist shingle-tow was placed around the roots, and the humidity of the area was rather easily held to a satisfactory level. A ventilation system was usually installed, to be used as an aid in holding the temperature down. This system was operated on cool nights in the fall and spring. Storages built

from 1920 to 1950 all had mechanical ventilation and have given satisfactory results. I review the methods used up to 1950 as background for thinking and looking for something better.

Technological development was extremely rapid in recent years, and with the placing on the market by the Minneapolis-Honeywell firm of an accurate humidistat, the Bailey Nurseries decided to install automatic humidification. Humidifiers to go with the afore-mentioned control were sought. The Binks system was decided upon, because it put practically all of the water in the air and left no free water on the plant material; 96 per cent relative humidity was found to be the most practical.

## Savings Effectuated

With the installation of the automatic humidification system and the accurate controls, the use of packing materials was eliminated entirely. The elimination of the many hours



Vincent K. Bailey, president of the American Association of Nurserymen, discussed nursery storage facilities at the Minnesota convention.

spent in wetting and placing the tow was a tremendous saving. Then there was the saving of the cost of the packing itself. This new installation gave not only this great saving in labor and material, but it took much of the guesswork out of the process. It is no longer necessary to wonder if the top of the bin is too dry or if

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## Four Round-Table Discussions Feature of Minnesota Meeting

By Donald Kaupert

Four round-table discussions held concurrently in the convention program of the Minnesota Nurserymen's Association at St. Paul, Minn., last month occupied most of the afternoon December 5. Reporters reviewed the material at the next day's general meeting. The following reports of these sessions supplement the general account given elsewhere in this issue.

A group having Ed Reid, Park Nurseries, St. Paul, as moderator, concerned itself with the topics of how best to handle appointments, landscape crews and replacement calls and complaints. William A. Elling was the reporter.

It was generally felt that a good secretary is indispensable in the proper handling of office appointments. Among ideas brought out on the correct handling of appointments were the following: (1) Calls should be kept in sequence as they come into the office; (2) appointments should be limited to buyers in the geographic area which can be served with a minimum loss of time due to travel;

(3) an information card should be kept on each prospect, showing his name, address, time of appointment, directions how to get to his residence and what is to be done on the job; (4) a definite time for the first call should be given, even if the appointment is made several weeks in advance, and (5) one should learn why the prospect called in the first place; it is a good idea to find out who recommended one's firm, so that he can be used for future endorsements. The members of this panel were in agreement that the first contact, or original appointment, was the most important factor.

Concerning landscape crews, it was considered essential that each crew have one foreman and at least two landscape men. Job cards should be given to the foreman, detailing the information needed in the execution of the work. Before a crew is sent out on a job, it is best for the foreman, salesman or other company officer to make a trip to the site to check over the proposed plan. If one has a good

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Address, "The Modern Nursery Storage," presented by Vincent Bailey, J. V. Bailey Nurseries, St. Paul, Minn., at the convention of the Minnesota Nurserymen's Association held at St. Paul last month and reported elsewhere in this issue of the magazine.



# Wisconsin Sessions Point up Sales Ideas

By Doris Ann Krupinski



Newly elected officers of the Wisconsin Nurserymen's Association: Left to right, John Orton, president; Wade Kumlien, vice-president; Tom Pinney, secretary-treasurer, and Tom Lied, director.

The Wisconsin Nurserymen's Association, meeting at the Schroeder hotel, Milwaukee, Wis., December 1 and 2, elected John Orton, landscape architect with the Hawks Nursery Co., Wauwatosa, as its new president. Other newly elected officers include Wade Kumlien, Kumlien Nursery, Janesville, vice-president; Tom Pinney, Evergreen Nursery Co., Sturgeon Bay, secretary-treasurer, and Tom Lied, Lied's Nursery Co., Milwaukee, and Ralph McGuire, Birchfield Nursery, Rhinelander, directors.

The outgoing president of the W. N. A., Ralph Petranek, Brown Deer Nurseries, Milwaukee, becomes an ex-officio member of the board. There are also four holdover directors on the board: Gordon Suthers, Suthers Moundview Nursery, Platteville; Don Groth, landscape contractor, Milwaukee; C. L. Mathison, Madison, and Ray Eschrich, Eschrich's Nursery, Milwaukee.

In his welcoming address, Mr. Petranek voiced optimism for the fu-

ture of the nursery industry, despite competition from the mass market operators. In the spring of 1960, he said, when homeowners were buying less nursery stock than usual, it was the mass operators whose merchandise went unsold, rather than the nurserymen's. This was because customers knew that the nurseryman could offer them knowledge and service in addition to stock. Nurserymen will be on top in the long run, he said.

Mr. Petranek brought welcome news of progress on the problem of free evergreens which the Wisconsin conservation department provides to anyone requesting them for conservation purposes. In the past, many people used the free trees for home landscaping, rather than for their intended purpose, which constituted unfair competition for the nurserymen. Now, however, the state is screening all applications from heavily urbanized counties where there is doubt that the trees will be used for conservation.

More welcome news came from Prof. O. B. Combs, chairman of the department of horticulture at the University of Wisconsin, who said that funds had been provided for a man to teach the subjects of nursery management and turf at the university. The program will be started after the first of the year.

W. N. A. members were asked to reserve January 26 for a nurserymen's University day, the first event of its kind to be held at the University of Wisconsin, Madison.

## Need for Nurserymen

Donald P. Watson, professor of ornamental horticulture at Michigan State University, East Lansing, began the day's program with a discussion of the need for better-trained young nurserymen throughout the industry. The shortage of young men working their way up in the industry has been particularly acute during the past 10 years, he said.

One of the main reasons for the difficulty in recruiting young men in this field, Professor Watson said, is the general lack of appreciation of landscaping in the United States. Traveling throughout the world to study horticultural teaching in foreign countries convinced him that the "man on the street" in almost every other country in the world has a far greater knowledge and appreciation of plant materials than the average citizen in this country.

The speaker proved his point with a number of color slides taken on his travels, including one which showed a well-cared-for foundation planting of cannas and coleus around a grass hut in the Fiji islands.

Other slides showed a railroad platform in Japan, trimmed with a wistaria vine; formal gardens around



Among the speakers at the Milwaukee convention of the Wisconsin Nurserymen's Association were (left to right) Harold J. Parnham, Larry Wachtel and Prof. Donald P. Watson.

the government buildings in Manila, P. I.; a display greenhouse in Sydney, Australia, built for the sole purpose of concealing an unattractive storage shed in a park; flower-laden window boxes on even the poorest homes in Italy and in Switzerland; flower vendors on the streets of Athens; landscape materials planted along the canals in Venice, where every crumb of soil has to be brought in by boat; and Lido beach, where soil is brought in for beds of flowers amid vast areas of sand.

In all of the countries he visited, Professor Watson said, there is great respect for practical experience among nurserymen and less emphasis on degrees as a measure of a man's abilities. Horticultural schools abroad stress the practical aspects of nursery management by having students put in long hours of physical work in nurseries. Some schools, in fact, such as one owned by a nurseryman's co-operative in Denmark, require their students to grow nursery stock in such a way that it can be sold at a fair price in competition on the open market and yet make a profit for the school.

Professor Watson said that he did not intend to minimize the importance of more and better science in horticultural schools in the United States, but that degrees are not significant without practical foundation.

The speaker said he had been unable to determine whether plant appreciation in foreign countries had developed because of the excellent horticultural schools, or whether the schools had developed because of the appreciation, but he felt that each development fed the other.

Unless this country can turn out more trained nurserymen, Professor Watson said, they will have to be drawn here from abroad. To interest our own young people in this field, nurserymen must let them know there is a future in it. It will also be necessary to acquaint the general public with plant materials, to develop the appreciation that is necessary to successfully recruit young nurserymen.

#### Sales Ability

Cliff Robedeaux, president of the Milwaukee board of realtors, spoke at a Thursday luncheon on "The Ability to Sell—A Priceless Talent."

Nurserymen survive, Mr. Robedeaux said, because of their ability to persuade people to use their products. As in all other lines, nurserymen must be constantly seeking new and better methods of persuasion, and yet, because of the stable

nature of the product, nurserymen are often guilty of complacency. One should stop thinking about how well he is doing, Mr. Robedeaux challenged, and begin thinking about how much better he can do.

The speaker noted that, although the general public does not especially like people who sell, customers usually buy from the man who sells them on his product instead of from the man who sits back and waits for them to buy. Mr. Robedeaux advised his audience to develop some sort of standard sales presentation which, used constantly, will keep important sales points from being forgotten. But the approach should not be a canned sales talk that customers despise.

Properly used, a planned sales presentation can help the salesper-



Ralph Petranek (right) moderated a panel discussion on nursery machinery and laborsaving devices at the Wisconsin meeting. Panelists included Tom Lied (left) and Wade Kumlien.

son speak with self-confidence and can keep him from stumbling. But it should never take the place of a sincere interest in the product and in the customer's problem. Sincerity and pride in one's business make a definite impression on a customer; if they are lacking, nothing can hide the fact.

A good salesman never takes "no" for an answer, because he has learned that "no" does not really mean "no." Just a little more effort, a little more patience, will sometimes achieve success. There is no failure except in no longer trying.

#### Trees in Europe

The afternoon program began with a showing of color slides by Larry Wachtel, Wachtel Tree Science & Service Co., Wauwatosa, who spent much of the past summer touring Europe.

Trees are seldom allowed to grow naturally in Europe, Mr. Wachtel said. They are topped, pruned and shaped into extremely formal, compact shapes, probably because of space limitations. When several trees are grown in a group, each tree is pruned so that it has form and individuality.

Sycamore, black locust and horse chestnut trees are extensively used in Europe, Mr. Wachtel said. Unlike the American practice, sprays are not much used on European trees, principally because there is less of an insect problem. Trouble with borers is not prevalent, nor are flies much of a problem. Few homes even have screens, the speaker noted.

Although he was impressed by the beauty of the trees, the European fruits and vegetables were of poor quality and would have benefited from a good spray program, the speaker declared.

#### Surveyed Elm Disease

Mr. Wachtel's trip took him into Holland, where he surveyed the elm situation. Dutch elm disease originated in that country over 40 years ago, and yet there are still so many elms being grown that the casual visitor would never believe any had been lost. While there are few elms remaining in the countryside, they are used extensively in village parks, as background plantings for large formal gardens and along the streets and canals. The Dutch are still proud of their elms and consider them excellent shade trees, Mr. Wachtel said. Strict sanitation practices are carried on in the villages, and diseased trees are immediately cut down. Work is being done to develop disease-resistant strains.

Slides showed the famous pines of Rome, with their rugged, asymmetrical shapes; the Lombardy poplars of France, severely pruned into stylized showpieces in some areas, and the carpet gardens of Versailles.

#### Sales Techniques

A practicing nurseryman's techniques in selling and planting the average home were set forth in lively fashion by Harold J. Parnham, Robinson & Parnham, Des Moines, Ia. "If you know your product and are absolutely honest with your customer, you can make sales," Mr. Parnham said.

When people call asking for a landscaping job, he went on, they do it because they feel the nurseryman knows something about landscaping. That is why they do not buy their nursery stock from a chain store. Therefore, it is important that some-

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# Trade Activity and Problems Aired At Nebraska Meet

Speakers Discuss Garden Design, Survey Research, Marketing Efforts

By James Elliott



Newly elected officers and honored guest of the Nebraska Association of Nurserymen at the group's recent convention at Lincoln: Left to right (standing), Ted Korves, vice-president, and James Elliott, secretary-treasurer; (seated) Vernon Marshall, president, and Vincent Bailey, A. A. N. president.

Ninety persons attended the 36th annual convention of the Nebraska Association of Nurserymen at the Cornhusker hotel, Lincoln, December 1 and 2.

Newly elected officers of the association are: President, Vernon Marshall, Marshall Nurseries, Arlington; vice-president, Ted Korves, Plumfield Nurseries, Inc., Fremont, and secretary-treasurer, J. B. Elliott, also of Plumfield Nurseries.

Howard Edmondson, reporting for the roadside and development committee, stated that the group had conferred with Charles Duncan, state highway landscape architect, to discuss future plans for highway landscaping in Nebraska.

## Legislative Report

Giving the report of the legislative committee, Ted Korves pointed out that efforts will most likely be made this year to bring agricultural workers under wage and hour legislation. If the present agricultural exemption under the fair labor standards act is abolished, the nursery industry will also lose its exemption under the national labor relations act and will come under the jurisdiction of the national labor relations board. Nurserymen would then be bound by the board's decisions in any labor union activity that might occur.

Mr. Korves concluded by urging the nurserymen to write to their Congressmen and state legislators to express their opinions on any pending legislation that affects the industry. He asked that copies of the letters be sent to the A. A. N. legis-

tion committee, so that it may also take action.

## Public Relations

The public relations and education committee chairman, Bernard Swanson, discussed so-called nursery stock bargains. He stated that the federal trade commission has intensified its efforts in dealing with firms that resort to misleading advertising.

It was suggested that nurserymen could help protect both themselves and the public by good advertising programs that would stress the value of the quality stock and pertinent information that can be obtained from reliable nurserymen. A word of caution was issued on "price advertising."

Harold Boker praised the A. A. N. News Letter and Merchandising and Sales Bulletin. He urged nurserymen to study them carefully for good ideas and to keep abreast of events that affect the nursery business.

Allen Wilke reported his experiences with lawn diseases in the Columbus, Neb., area. He stated that most trouble occurs when lawns have been given heavy applications of plant food and clippings have been left on the ground.

The answer appears to be strict sanitation, which includes raking, adequate watering, tall mowing and a good preventive spray program. Mr. Wilke cautioned commercial lawn operators to disinfect their mowers and other equipment between jobs, in order to avoid spreading infection.

Prof. Glenn Viehmeyer, North Platte experiment station, told the

group of his program and the number of nursery items he has placed in 100 locations in Nebraska for trial. These include Russian thorn, pinon pine and several varieties of euonymus. Nearly all the items selected for trial seem promising. On the subject of community beautification, Professor Viehmeyer appealed to nurserymen to support and encourage the program planned by the Federated Garden Clubs of the state.

Governor-elect Frank B. Morrison praised the Nebraska department of agriculture in his address, terming it an example of efficiency in state government. He also asserted that the prospects are wide open for beautification of Nebraska lakes, highways and communities. This, he said, is one of the most important factors in promoting the state.

## Garden Design

L. Morgan Yost, architect, Kenilworth, Ill., used colored slides in his presentation, "Where Does the Garden Begin?" He said the sharp separation between a home and its grounds should be eliminated by extending the living space out of doors. He urged nurserymen not to sell just shrubs and trees, but to use a positive approach and sell good living, rest and relaxation.

In designing a landscape, it is essential for one to consider the sun, prevailing breezes and orientation. Mr. Yost cautioned against putting a paved terrace on the south of a large window, because of the adverse effects of the sun's rays. Vegetation should be used instead, as it is cooler

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## Sorting the Woody Ornamentals

# Majestic Beech Requires Space To Display Beauty

By Donald Wyman

Horticulturist, Arnold Arboretum

The beeches are among the most majestic of our ornamental shade trees. They need space in which to grow—plenty of space, for with room all about them their beautiful outlines are truly superb. As a group they are tall, often wide-spreading trees. They are fibrous rooted, so that their feeding roots are very close to the soil surface; hence it is difficult or impossible to get good growth from other plants beneath the spread of their branches. Actually, they are set off to best advantage if their branches are allowed to sweep the ground on all sides, and this is especially true of the pendulous-branched forms.

There are about eight species of the genus *fagus* hardy in the eastern United States. Three of these native to China (*F. engleriana*, *lucida*, *longipetiolata*), two native to Japan (*F. crenata*, *japonica*), and one native to eastern Europe and Asia Minor (*F. orientalis*) have little to offer as ornamentals when compared with the two commonly grown species, *F. grandifolia* and *F. sylvatica*.

As a rule, the American beech is an upright growing tree, considerably taller than it is wide. On the other hand, the European beech and many of its varieties are almost as wide-spreading as they are tall. They both have gray bark, that of the American beech being considerably lighter. Both can be sheared and used

in hedges tall or small. The most famous of these hedges, made of the English beech, is one near Stobehill Castle, in Scotland. Planted in 1746, this "hedge" is now 85 feet tall and still in pretty good condition.

The two species should not be confused, as their leaves are quite distinct. The leaves of the European beech are not so sharply toothed as those of the American beech, and it does not sprout profusely from the base of the trunk as does the American beech. There are no truly orna-

mental varieties of the American beech, but several of the European beech. None of these, however, are suited for street tree planting because they are so large and each one needs plenty of space in which to grow properly.

### Recommended Varieties of *Fagus*

Following the name of each recommended species or variety appear its natural height at maturity expressed in feet, its hardiness zone, its place of origin and, in some cases, its common name. The hardiness zones are those given in the author's book, "Trees for American Gardens."

*F. grandifolia*: 90, Z 3, eastern North America, American beech—Native over a wide area of North America and an excellent ornamental, it does not do well under city conditions. The light gray bark is outstanding, and the yellowish bronze autumn color is familiar to many. This species is differentiated from *F. sylvatica* in that the leaves have 9 to 14 pairs of veins and are markedly bristly or serrate all along the leaf margin, while the English beech has only five to nine pairs of veins and is only partially dentate along

The illustrations accompanying this article were made from photographs supplied by the Arnold Arboretum, Jamaica Plain, Mass.



*Fagus Grandifolia*, American Beech



*Fagus Sylvatica Pendula*, Weeping Beech

the leaf margins. The American beech also suckers considerably more at the base.

*F. sylvatica*: 90, Z 4, central and southern Europe, European beech—An excellent ornamental tree with several fine varieties. The bark is slightly darker gray than that of the American beech. This is unquestionably one of the best of the large ornamental shade trees. Many beeches in Europe have grown to tremendous size, one in England reported to be 100 feet tall with a trunk girth of 21 feet. It has been known and appreciated as an ornamental for centuries, one of the reasons why so many good ornamental varieties have been discovered.

*F. s. asplenifolia*—This has fine-textured foliage, with the leaves finely divided, similar to those of variety *laciniata* except that sometimes they are almost linear. The common name of fern-leaved beech accurately describes its feathery foliage texture.

*F. s. atropunicea*—This beech has originated at several places in Europe



*Fagus Sylvatica*, European Beech, in Boston Public Garden

*Cuprea*—Originated with George Loddegis in Great Britain about 1836, actually a form of *atropunicea*, with young foliage a lighter reddish bronze, giving rise to the common name copper beech.

*Rivers*—A purple-leaved form originating in the English nursery of Thomas Rivers before 1869, which has proved one of the most popular over the years. The young foliage is reddish, but turns a deep purplish later and remains that color throughout the summer. The tree is densely compact and symmetrical—an excellent specimen.

*Spaethiana*—The most recent addition to this group of forms, originating in the Spaeth Nurseries, of Germany, a few years ago. The Dutch nurserymen offering this form claim

that it keeps its deep purple color throughout the entire summer. The Arnold Arboretum has only one small plant; so it is too soon for us to say whether it makes an ornamental superior to the variety *atropunicea* itself.

*F. s. fastigiata*—The Dawyck beech, originating in Scotland nearly 50 years ago, definitely fastigiate in habit—one of the best trees with this general habit.

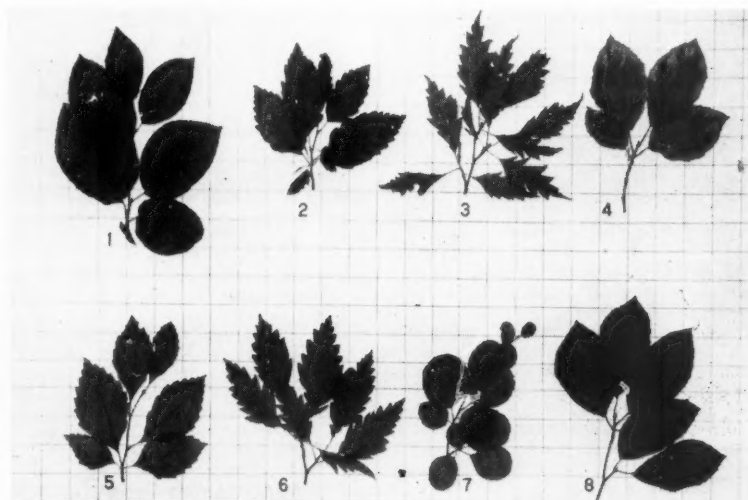
*F. s. laciniata*—This cut-leaved European beech has narrow leaves often deeply cut to almost regularly lobed. It differs from the variety *asplenifolia* in having wide, more regularly shaped leaves. It grows into a wide-spreading beautiful specimen of fine texture.

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*Fagus Grandifolia* (Left) and *Sylvatica*

and possibly in this country also, accounting for the slight variation in foliage color, shape of leaves and even habit. It has been offered under the names of *atropunicea*, *cuprea*, *nigra*, *purpurea*, *roversi*, *sanguinea* and *spaethiana*, among others. It is unfortunate that some nurserymen grow purple beech from seeds, selecting the best and giving them "suitable" names. It would be much better if they were propagated asexually so that only the best forms would be perpetuated. W. J. Bean reports that the purple beech is not of garden origin, but has been observed growing naturally in at least three places. One of these was a location in Switzerland where it was noted as growing in 1680. There were three trees, the survivors of a group of five which, according to legend, had sprung up after five brothers had killed themselves. Since this variety does come partially true from seeds, it is no wonder that several variations have sprung up, some brighter or deeper purple than others. Among these are:



*Fagus sylvatica* (1) and varieties: 2, *rohani*; 3, *asplenifolia*; 4, *tricolor*; 5, *grandidentata*; 6, *laciniata*; 7, *rotundifolia*, and 8, *atropunicea*.



## First Legislative Conference Staged by A. A. N. at Chicago

By Fred H. Kilner

Despite the heavy snow storm in the east, 30 persons were present from 17 states, representing various state nurserymen's associations, at the first legislative meeting sponsored by the American Association of Nurserymen and held at the Hotel La Salle, Chicago, Ill., December 12 and 13. Welcoming the nurserymen to the meeting was Vincent K. Bailey, J. V. Bailey Nurseries, St. Paul, Minn., A. A. N. president. He read a telegram from Richard P. White, A. A. N. executive vice-president, who was to be the moderator of the meeting, stating that he was unable to be in attendance due to the snow storm at Washington, D. C.

Relating the purpose of the meeting, Robert F. Lederer, A. A. N. legislative assistant, said that the A. A. N. board of directors has felt that added skill and information are needed by the A. A. N. office and state nurserymen's associations in dealing with legislative matters affecting nurserymen. Therefore, the board proposed to the association secretaries' group last summer that a legislative meeting be held.

During the morning, afternoon and evening sessions December 12, representatives were called upon to relate the legislative problems or activities undertaken in their state, and others present were encouraged to make comments pertaining to the subjects brought out. First the discussion revolved on the taxation of nursery stock and then turned to procedures to follow in enacting legislation. Getting the government out of the nursery business was then brought up. Licensing laws, union organization, inspection, lien laws, blue laws, franchise taxes, motor vehicle laws and sales and use taxes were discussed in that order.

Tuesday morning, December 13, John Jax, director of legislative services, National Coal Association, Washington, D. C., was the featured speaker. After reviewing the line-up in the new Congress and commenting on various committee chairmen, Mr. Jax presented ways for nurserymen to proceed to solve their legislative problems. Completing the meeting, Mr. Lederer discussed the specific problems that the industry

will face in 1961. A summary of the various discussions and talks will be presented in the next issue of the American Nurseryman.

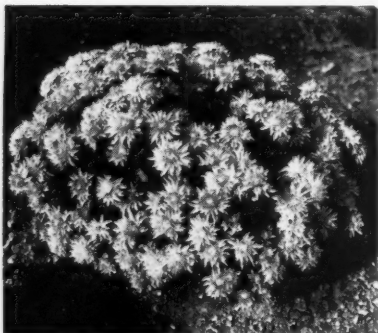
### OTHER A. A. N. ACTIVITIES

In line with its policy of anticipating problems and needs of the industry, the American Association of Nurserymen followed its special nematode conference at Washington with, more recently, the first conference of state regulatory officials under its sponsorship, at Chicago, Ill. Details as to the results of this conference are promised the members from headquarters when the transcript of the proceedings has been edited.

After two years' work by the transportation committee, nursery products have been granted an exception to an increase in the recently adopted minimum freight rate for mechanical refrigerator railroad cars. The original proposal of 40,000 pounds would have included nursery stock, but that adopted by the railroads was for the exemption of "nursery stock, trees, shrubs, or vines, roots balled in earth as dug from the nursery and also other than balled in earth loose or in packages."

DALHART NURSERY was recently opened at Dalhart, Tex., by Ray and Doris Rielli.

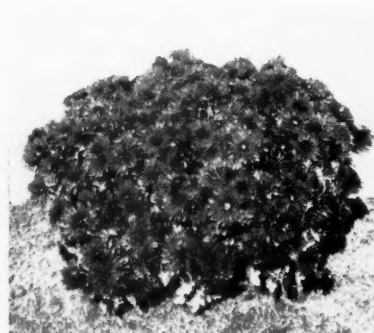
### ALL-AMERICA MUM SELECTIONS NAMES THREE AWARD WINNERS FOR 1961



Apricot Sheen



Her Majesty



Bingo

Apricot Sheen and Bingo, two new cushion chrysanthemums, and Her Majesty, a white decorative type, are the 1961 winners of the All-America Mum Selections awards, according to a recent release from A. A. M. S., which describes the new varieties as follows:

The double, cactus-type flowers of Apricot Sheen display a pastel blend of peach, gold and apricot, finishing a primrose peach. Substance of the profuse, 2½-inch blooms is good, and the color remains clean and attractive after light frosts. Averaging about 15 or 16 inches in height, the plant spreads to 20 inches or more. Blooming time varied in different test locations, from September 25 in the extreme north to October 8 full bloom farther south.

Bingo is an intense, deep, rich red. The somewhat flattened double blooms cover the plant, making a perfect mound 15 to 18 inches high and over 18 inches wide. The 1½ to 2½-inch flowers are of good substance and hold their bright crimson color, though some of the brilliance is lost after a few frosts. Foliage is rich and luxuriant. It is dependable and easy to grow and usually starts blooming in late September to October 1, continuing until hard frosts.

Her Majesty, the first All-America chrysanthemum originated by an amateur, Mrs. Grace Mack, New Canaan, Conn., is a white decorative with an erect habit of growth. The shapely, slightly incurved flowers are three inches across. Newly opened blooms have pink-hazed petals with creamy centers, then finish a clear ivory white. The plant is about 28 inches tall, healthy, and strong, with no tendency to sprawl. The long-stemmed sprays are excellent for cut flowers, blooming about October 1.



# Feature Rosedom's Royal Family

ARMSTRONG ROSES — LEADING WINNERS OF ALL-AMERICA AWARDS



DUET



PINK PARFAIT

## The only All-America Roses for 1961!

*The most publicized new roses in history!* Both All-America publicity and Armstrong's own powerful national advertising and publicity campaign are concentrating on them. Sales volume will break all records for new roses.

Duet is a thrilling new bicolored Hybrid Tea. Rich salmon-pink contrasts with sparkling orange-red . . . the kind of color drama that always sells. And, hot weather or cold, moist or dry, Duet retains its lovely form and unique rich color.

Pink Parfait softly blends pastel shades of pink. This robust, easy-to-grow Grandiflora is continually loaded with dainty buds and high-centered blooms. We've counted as many as 100 on a single plant at one time!

Armstrong roses are grown in California, on husky Dr. Huey understock. They are carefully handled, critically graded, nationally advertised, known, wanted. By featuring Armstrong roses . . . Rosedom's Royal Family . . . you'll make *extra* sales.

WRITE FOR OUR WHOLESALE LIST

# ARMSTRONG NURSERIES

ONTARIO, CALIFORNIA



CIRCUS



BUCCANEER



GARDEN PARTY



AZTEC



CHARLOTTE  
ARMSTRONG



EL CAPITAN



HELEN TRAUBEL



MONTEZUMA



DUET



PINK PARFAIT

## QUALITY LINING-OUT STOCK

We list below the items of lining-out stock that we have available for the 1961 season. We think that we have very fine liners and will submit samples on request. No orders for less than 50 plants of a kind, please. 50 to 250 plants at the 100 rate, 250 and up at the 1000 rate.

### LATH HOUSE GROWN POTTED LINERS

Grown outside in lath houses one or more seasons.

	Each Per 100	Each Per 1000
Barberry, julianae, 2 1/2-in. pot, 6 to 8 ins.	\$0.16	\$0.15
Elaeagnus simoni, 2 1/2-in. pot, 8 to 10 ins.	.15	.12 1/2
Ilex aquifolium, seedlings, 2 1/2-in. pot, 8 to 10 ins.	.15	.12 1/2
Ilex crenata convexa, 2 1/2-in. pot, 4 to 6 ins.	.15	.12 1/2
Ilex glabra, 2 1/4-in. pot, 6 to 8 ins.	.15	.12 1/2
Ilex crenata Green Thumb, 2 1/2-in. pot, 4 to 6 ins.	.15	.12 1/2
Ilex crenata helleri, 2 1/2-in. pot, 2-yr., 4 to 6 ins.	.15	.12 1/2
Ilex crenata helleri, 4-in. pot, 3-yr., 6 to 8 ins.	.35	.30
Ilex crenata hetzi, 2 1/2-in. pot, 6 ins.	.15	.12 1/2
Ilex opaca East Palatka, 3-in. pot, peat, heavy, 10 to 12 ins.	.15	.12 1/2
Nandina domestica, 2-in. rose pot, 8 to 10 ins.	.12 1/2	.10
Osmanthus fortunei, 2 1/2-in. rose pot, 4 to 6 ins.	.17 1/2	.15
Viburnum burkwoodi, 2 1/2-in. rose pot, 8 to 10 ins.	.12 1/2	.10
Viburnum chenaulti, 2 1/2-in. rose pot, 8 to 10 ins.	.12 1/2	.10
Thuja occidentalis compacta erecta, 2 1/2-in. rose pot, heavy, 6 to 8 ins.	.16	.14
Thuja occidentalis, Dark Green, 2 1/2-in. rose pot, heavy, 6 to 8 ins.	.16	.14
Thuja occidentalis globosa, 2 1/2-in. rose pot, heavy, 6 to 8 ins.	.16	.14
Thuja orientalis Baker's, 2 1/2-in. rose pot, 8 to 10 ins.	.17 1/2	.15
Thuja orientalis, Blue Cone, 2 1/2-in. rose pot, 8 to 10 ins.	.17 1/2	.15
Thuja orientalis, Mayhews, 2 1/2-in. rose pot, 6 to 8 ins.	.17 1/2	.15
Thuja orientalis newarkii, 2 1/2-in. rose pot, 8 to 10 ins.	.18	.16
Chamaecyparis plumosa, Green, 2 1/2-in. pot, 6 to 8 ins.	.15	.12 1/2
Chamaecyparis plumosa, Golden, 2 1/2-in. pot, 6 to 8 ins.	.15	.12 1/2
Juniper, chinensis hetzi, 2 1/2-in. pot, 8 to 10 ins.	.17 1/2	.15
Juniper, chinensis hetzi, beer cans, 12 to 15 ins.	.22 1/2	.20

### BED-GROWN LINERS FROM LATH HOUSE

Boxwood, harlandi, beds, heavy, 8 to 10 ins.	.20	.17 1/2
Euonymus alatus compactus, beds, 4 to 6 ins.	.16	.15
Euonymus fortunei argenteo-variegatus, beds, 4 to 6 ins.	.15	.12 1/2
Euonymus fortunei compactus, beds, 8 to 12 ins.	.12 1/2	.10
Euonymus microphyllus, beds, heavy, 4 to 6 ins.	.15	.12 1/2
Euonymus radicans, beds, 10 ins.	.15	.12 1/2
Euonymus radicans, upright, beds, 8 to 12 ins.	.15	.12 1/2
Ilex crenata convexa, seedlings, 2-yr., beds, 10 to 12 ins.	.15	.12 1/2
Ilex crenata rotundifolia, beds, light, 6 to 8 ins.	.12 1/2	.10
Ligustrum lucidum Suwannee River, beds, 6 to 8 ins.	.35	.30

### HEAVY FIELD-GROWN LINERS

All two-year, field-grown liners have been root-pruned and trimmed several times.

	Each Per 100	Each Per 1000		Each Per 100	Each Per 1000
Juniper, Andorra			Juniper, Pfitzer compacta Nicks		
1-yr., 6 to 8 ins.	\$0.12 1/2	\$0.10	1-yr., 6 to 8 ins.	\$0.17 1/2	\$0.15
2-yr., 8 to 12 ins.	.15	.12 1/2	2-yr., 8 to 12 ins.	.22 1/2	.20
Juniper, chinensis			Juniper, Pfitzer		
albo-variegata	.25	..	compacta Kallay		
Juniper, chinensis hetzi glauca			1-yr., 6 to 8 ins.	.17 1/2	.15
1-yr., 6 to 8 ins.	.12 1/2	.10	2-yr., 8 to 12 ins.	.22 1/2	.20
1-yr., 8 to 12 ins.	.15	.12 1/2	Juniper, Pfitzer Blue (Mayhews)		
2-yr., 8 to 12 ins.	.17 1/2	.15	2-yr., 10 to 12 ins.	.25	.22 1/2
2-yr., 12 to 15 ins.	.20	.17 1/2	Juniper, Pfitzer nana		
Juniper, chinensis maneyi			(Armstrong's)		
1-yr., 6 to 8 ins.	.25	.22 1/2	1-yr., 6 to 8 ins.	.17 1/2	.15
1-yr., 8 to 12 ins.	.27 1/2	.25	Juniper, sabina		
Juniper, excelsa stricta			1-yr., 6 to 8 ins.	.12 1/2	.10
1-yr., 6 to 10 ins.	.12 1/2	.10	2-yr., 10 to 12 ins.	.17 1/2	.15
2-yr., 8 to 12 ins.	.17 1/2	.15	Juniper, sabina Arcadia		
Juniper, fastigiata			1-yr., 6 to 8 ins.	.25	..
1-yr., 8 to 12 ins.	.12 1/2	.10	Juniper, sabina horizontalis		
2-yr., 12 to 15 ins.	.15	.12 1/2	1-yr., 8 to 10 ins.	.25	..
Juniper, communis depressa			Juniper, sabina vancehron		
aurea (Golden Canadian)			1-yr., 6 to 8 ins.	.12 1/2	.10
1-yr., 8 to 10 ins.	.17 1/2	.15	Juniper, virginiana repandens		
2-yr., 10 to 12 ins.	.22 1/2	.20	1-yr., 6 to 8 ins.	.15	.12 1/2
Juniper, chinensis pfitzeriana			2-yr., 8 to 10 ins.	.17 1/2	.15
1-yr., 8 to 10 ins.	.17 1/2	.15			
2-yr., 10 to 12 ins.	.20	.17 1/2			

## CARTWRIGHT NURSERIES

Collierville, Tenn.

Phone: UL 3-2352

## OBITUARY

### Walter Adams

Walter Adams, 93, president of Adams Nursery, Inc., Westfield, Mass., died November 30 at Wesson Memorial hospital. Joining the nursery firm in 1896 and becoming president when his father died in 1911, Mr. Adams maintained active control of the business until he was well into his 80's and continued to visit the nursery almost daily until shortly before his death.

Founded in 1849, the Adams Nursery, under Mr. Adams' management, grew into one of the best known and most prosperous in Massachusetts, gaining much of its business through supplying plant materials to municipalities in New England.

Mr. Adams was a resident of Springfield, Mass., most of his life and held membership in Masonic and Odd Fellow lodges at Hampden.

Survivors include his widow, Grace McNaughton Adams; a daughter, Mrs. Elmer M. Kling; two grandchildren and three great-grandchildren. A nephew, Floyd Oatman, is treasurer of Adams Nursery, Inc.

### James H. Ridgill

James H. Ridgill, Ridgill's Nursery, Ruston, La., died October 30 at the Ruston hospital. Born in 1897 at Whitesburg, Ga., Mr. Ridgill had operated the nursery since its establishment in 1936. He is survived by his widow, Lucie Gill Ridgill, who will continue the business.

### Charles Craft Owen

Charles Craft Owen, landscape architect, New York, N. Y., died November 10 at the age of 83 in his home at Brewster, Mass. Associated for some years with C. R. Burr & Co., Inc., Manchester, Conn., he later opened his own office at New York. Mr. Owen designed many of the estate plantings on Cape Cod and also landscaped the Thomas A. Edison estate at West Orange, N. J. Survivors include his widow, Margaret; a daughter, Alice, and a son, Eugene.

### James A. Hogue

James A. Hogue, 48, founder and operator of Hogue Nursery, Old Town, Winston-Salem, N. C., died at his home at High Point, N. C., December 7 after suffering a heart attack. A graduate of the Agricultural and Mechanical College of Texas, Mr. Hogue had lived at High





### P&D "SHORT SHANK" ROSES SAID BEST FOR POTTING

Grown in the rich sub-irrigated dikelands of the Columbia River, P&D Roses develop a tremendous root system on a short shank—ideal combination for potting.

Nursemymen from all parts of the country have been telling us of the great success and added sales they have enjoyed by potting P&D Roses.

They like the short shanks and pliable fibrous roots of P&D Oregon-Grown Roses, because they are easier to handle. They require less root pruning to fit the container, and the husky short-shanked plant looks better in the pot than long-shanked plants from other western areas. Thanks to our famous "Super-Strain" multiflora root, P&D Roses develop new growth quickly and are more salable when the selling season arrives.

### ORDER NOW FOR POOL CAR SHIPMENTS

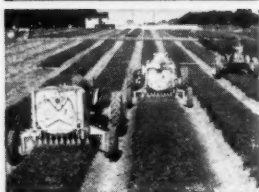
Prepare your order now for good selection and early pool car delivery. If you don't have our latest listing, we'll be glad to airmail one. Ask about our Free Extra Services and Merchandising Aids to help you build your business.



Oregon's Best Source of Good Roses—"The Finest Anywhere"



from  
**Seed to Seedlings**  
No Effort is Spared  
in producing  
**MUSSER QUALITY  
TREES**



**FASTER GROWTH — QUICKER PROFITS**  
with Musser Seedlings and Liners

Musser trees with their strong, extensively branched, compact root system will grow and thrive where inferior stock may fail to survive.

Careful Selection of Seed with good heredity—  
Scientific Culture—New Techniques in fertilization  
and spraying—Modern Equipment—Experienced  
Personnel and large volume production enable us  
to give you highest-quality stock at lowest possi-  
ble prices.

**A LARGE SELECTION OF SEEDLINGS AND TRANSPLANTS, such as—**

50 at 100 rate		Per 100		Per 1000	
● <b>SPECIAL STRAIN SCOTCH PINE</b>					
Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed. We have all other best strains Scotch Pine.					
2-yr., S., 4 to 8 ins.	.....	\$ 5.00	\$ 25.00		
2-yr., S., 5 to 10 ins.	.....	6.00	30.00		
4-yr., T., 8 to 14 ins.	.....	20.00	100.00		
● <b>WHITE PINE</b>					
3-yr., S., 5 to 10 ins.	.....	8.00	40.00		
4-yr., T., 6 to 12 ins.	.....	15.00	75.00		
● <b>MUGHO PINE</b>					
3-yr., S., 2 to 4 ins.	.....	5.00	25.00		
4-yr., T., 3 to 5 ins.	.....	15.00	75.00		
● <b>AUSTRIAN PINE</b>					
2-yr., S., 3 to 6 ins.	.....	4.00	20.00		
3-yr., S., 8 to 14 ins.	.....	7.00	35.00		
● <b>BLACK HILLS SPRUCE</b>					
3-yr., S., 5 to 10 ins.	.....	7.00	35.00		
4-yr., S., 8 to 12 ins.	.....	9.00	45.00		
● <b>NORWAY SPRUCE—Fast-growing</b>					
2-yr., S., 5 to 10 ins.	.....	7.00	35.00		
3-yr., S., 10 to 18 ins.	.....	9.00	45.00		
3-yr., T., 5 to 10 ins.	.....	15.00	75.00		
● <b>WHITE SPRUCE</b>					
3-yr., S., 8 to 14 ins.	.....	8.00	40.00		
4-yr., T., 6 to 12 ins.	.....	15.00	75.00		
● <b>COLORADO BLUE SPRUCE</b>					
3-yr., S., 6 to 12 ins.	.....	11.00	55.00		
4-yr., T., 4 to 8 ins.	.....	18.00	90.00		
● <b>DOUGLAS FIR</b>					
2-yr., S., 4 to 8 ins.	.....	6.00	30.00		
3-yr., S., 8 to 12 ins.	.....	11.00	55.00		
● <b>AMERICAN ARBORVITAE</b>					
3-yr., S., 6 to 12 ins.	.....	8.00	40.00		
● <b>CANADIAN HEMLOCK</b>					
2-yr., S., 3 to 6 ins.	.....	9.00	45.00		
3-yr., S., 8 to 12 ins.	.....	16.00	80.00		
● <b>CONCOLOR FIR</b>					
3-yr., S., 6 to 12 ins.	.....	8.00	40.00		
50 at 100 rate					
● <b>JAPANESE YEW—Grown from seed</b>					
<b>Taxus cuspidata capitata—upright</b>					
<b>pyramidal</b>					
(2-2), T., 6 to 12 ins.	.....	\$30.00	\$200.00		
(3-2), T., 12 to 18 ins.	.....	50.00	300.00		
● <b>JAPANESE YEW—Transplanted rooted cuttings</b>					
<b>Taxus cuspidata—spreading</b>					
1-yr., T., 5 to 6 ins.	.....	25.00	175.00		
2-yr., T., 6 to 8 ins.	.....	35.00	250.00		
<b>Taxus hicksii—upright</b>					
1-yr., T., 5 to 6 ins.	.....	25.00	175.00		
2-yr., T., 8 to 10 ins.	.....	40.00	300.00		
<b>Taxus brownii—upright</b>					
1-yr., T., 4 to 6 ins.	.....	25.00	175.00		
2-yr., T., 6 to 8 ins.	.....	35.00	250.00		
<b>Taxus intermedia—spreading</b>					
1-yr., T., 4 to 6 ins.	.....	25.00	175.00		
2-yr., T., 6 to 8 ins.	.....	35.00	250.00		
● <b>JUNIPER—Blue Pfitzer—Chinensis hetzi</b>					
1-yr., T., 5 to 7 ins.	.....	25.00	200.00		
● <b>GLOBE ARBORVITAE</b>					
<b>Woodwardi—dark green</b>					
1-yr., T., 4 to 6 ins.	.....	30.00	250.00		
2-yr., T., 5 to 7 ins.	.....	40.00	300.00		
<b>Hovey's—green</b>					
1-yr., T., 5 to 7 ins.	.....	25.00	200.00		
2-yr., T., 6 to 8 ins.	.....	40.00	300.00		
● <b>PYRAMIDAL ARBORVITAE—Compacta</b>					
1-yr., T., 5 to 7 ins.	.....	35.00	300.00		
● <b>JAPANESE HOLLY</b>					
<b>Ilex rotundifolia</b>					
1-yr., T., 4 to 6 ins.	.....	20.00	175.00		
<b>Ilex cornuta</b>					
1-yr., T., 4 to 6 ins.	.....	20.00	175.00		
<b>Ilex crenata hetzi</b>					
Transplant liners, 6 to 10 ins.					
.....	.....	35.00	300.00		
● <b>NORWAY MAPLE</b>					
Seedlings, 10 to 16 ins.	.....	8.00	40.00		
● <b>WHITE-FLOWERING DOGWOOD</b>					
Seedlings, 12 to 18 ins.	.....	8.00	40.00		

All our 3-yr. and 4-yr. seedlings are root pruned before previous growing season to make semitransplants.

**\* 20  
MILLION  
TREES  
A YEAR!**  
\* NOW OVER 35 MILLION!

Many Other Evergreen Items — Rhododendron and Azaleas.  
— All stock carefully graded and packed, —  
No charge for packing and boxing.  
Our cold storage permits late shipments.

**ORDER NOW!** Write or phone **HO 5-5686**  
**Send for COMPLETE CATALOG**  
WITH WHOLESALE PLANTING LIST, PLANTING GUIDE AND  
CHRISTMAS TREE GROWERS' GUIDE.

**MUSSER FORESTS**

**Box 16-A  
INDIANA, PENNA.**

Point for the past 14 years, becoming known in the landscape contracting field for his work on housing developments for government railroad projects and highway right of ways. He was a member of the High Point Exchange Club and served on the building committee of the First Methodist church. Survivors include his widow, Frances Booker Hogue; his mother; four brothers, and a sister.

**NURSERY FIRE DESTROYS  
OFFICE AND STORAGE**

The Monroe Nursery Co., Monroe, Mich., suffered a predawn fire December 9 which leveled a large storage structure and wholesale office. The 250x300-foot stone and wood building was nearly filled with fruit trees, shrubs, shade trees and other ornamental stock for spring sale.

The office area was a total loss, but all orders are being traced through records maintained in the company's accounting department, located in another part of the building. James Ilgenfritz, president of the 113-year-old firm, said business will be continued as usual.

A temporary office has been set up in the greenhouse of Margaret Ilgenfritz, Orchids, a business operated separately by Mrs. Ilgenfritz, who is also secretary-treasurer of the nursery firm.

A separate storage building remains undamaged by fire, and negotiations are now under way for a temporary storage structure of 20,000 square feet nearby.

The fire loss was covered by insurance. Regular customers are now being canvassed for copies of booked orders. While many important files were lost, some of the foremen had field books from which field records are being reconstructed. Nursery stock inventories in the field are complete. The nursery intends to fill all booked orders and is actively seeking new business.

**NORTH CAROLINA ELECTS**

A. T. Davison, Durham, N. C., was elected president of the North Carolina Christmas Tree Growers Association at the November 18 meeting at Newland, N. C. Other officers who will serve during 1961 are Walter Tennant, vice-president, and Herman Dellinger, secretary-treasurer, both of Crossnore. Robert Snyder, Blowing Rock; Walter Tennant, and Herbert Aldridge, Banner Elk, were named directors, and John Gilliam, Vilas, will serve as director at large. T. F. C.



# BAIER LUSTGARTEN AZALEALAND NURSERIES

Northern-grown, hardy azaleas, well-budded, sheared, heavy stock, field-grown, excellent foliage, over 200,000 for spring delivery. All B&B.

	Each		Each		Each
<b>Amoena</b>		<b>Maxwelli</b>		<b>Favorite</b>	
8 ins. ....	\$0.75	8 ins. ....	\$0.75	8 ins. ....	\$0.75
10 ins. ....	1.00	10 ins. ....	1.00	10 ins. ....	1.00
12 ins. ....	1.25	12 ins. ....	1.25	12 ins. ....	1.25
15 ins. ....	2.00	15 ins. ....	2.00	15 ins. ....	2.00
18 ins. ....	2.50	18 ins. ....	2.50	18 ins. ....	2.50
<b>Coral Bells</b>		<b>Louise Gable</b>		<b>Polaris</b>	
8 ins. ....	.75	8 ins. ....	1.00	8 ins. ....	.75
10 ins. ....	1.00	10 ins. ....	1.25	10 ins. ....	1.00
12 ins. ....	1.25	12 ins. ....	1.50	12 ins. ....	1.25
15 ins. ....	2.00	15 ins. ....	2.50	15 ins. ....	2.00
<b>Hinodegiri</b>		<b>Rose Bud</b>		<b>Beethoven</b>	
Our Hinos are very dark red.		8 ins. ....	1.00	8 ins. ....	.75
8 ins. ....	.75	10 ins. ....	1.25	10 ins. ....	1.00
10 ins. ....	1.00	12 ins. ....	1.50	12 ins. ....	1.25
12 ins. ....	1.25	15 ins. ....	2.50	15 ins. ....	2.00
15 ins. ....	2.00	18 ins. ....	3.50	18 ins. ....	2.50
18 ins. ....	2.50	24 ins. ....	6.50	20 ins. ....	3.50
20 ins. ....	3.50	<b>Rose Greely</b>		<b>Johann Strauss</b>	
24 ins. ....	5.00	8 ins. ....	1.00	8 ins. ....	.75
30 ins. ....	6.00	10 ins. ....	1.25	10 ins. ....	1.00
36 ins. ....	7.50	12 ins. ....	1.50	12 ins. ....	1.25
<b>Orange Beauty, Kurume</b>		15 ins. ....	2.50	15 ins. ....	2.00
8 ins. ....	.75	<b>Addy Wery</b>		18 ins. ....	2.50
10 ins. ....	1.00	8 ins. ....	1.00	20 ins. ....	3.50
12 ins. ....	1.25	10 ins. ....	1.25	<b>Lilacina</b>	
15 ins. ....	2.00	12 ins. ....	1.50	8 ins. ....	.75
18 ins. ....	2.50	15 ins. ....	2.50	10 ins. ....	1.00
<b>Hino-Crimson</b>		18 ins. ....	3.50	12 ins. ....	1.25
8 ins. ....	.75	24 ins. ....	5.00	15 ins. ....	2.00
10 ins. ....	1.00	<b>Apple Blossom, Kurume</b>		18 ins. ....	2.50
12 ins. ....	1.25	8 ins. ....	.75	20 ins. ....	3.50
15 ins. ....	2.00	10 ins. ....	1.00	24 ins. ....	5.00
18 ins. ....	2.50	12 ins. ....	1.25	<b>Kaempferi</b>	
<b>Snow</b>		15 ins. ....	2.00	Hardest of all azaleas; sheared,	
8 ins. ....	.75	18 ins. ....	2.50	well-budded, heavy.	
10 ins. ....	1.00	20 ins. ....	3.50	<b>Othello, Salmon Beauty, Fedora and</b>	
12 ins. ....	1.25	24 ins. ....	5.00	<b>Carmen</b>	
15 ins. ....	2.00	<b>Daybreak, Kurume</b>		8 ins. ....	.75
<b>Ledifolia Alba</b>		8 ins. ....	.75	10 ins. ....	1.00
8 ins. ....	.75	10 ins. ....	1.00	12 ins. ....	1.25
10 ins. ....	1.00	12 ins. ....	1.25	15 ins. ....	2.00
12 ins. ....	1.25	15 ins. ....	2.00	18 ins. ....	2.50
15 ins. ....	2.00	18 ins. ....	2.50	20 ins. ....	3.50
18 ins. ....	2.50	20 ins. ....	3.50	24 ins. ....	5.00
20 ins. ....	3.50			30 ins. ....	6.00
24 ins. ....	5.00			36 ins. ....	7.50

Rooted cuttings of all above varieties ready now. \$50.00 per 1000.

1-yr., T., \$125.00 per 1000.

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# CHOICE LINERS

	Each 100 rate	Each 1000 rate		Each 100 rate	Each 1000 rate		Each 100 rate	Each 1000 rate
1000 <i>Acer palmatum</i> , potted understocks	\$0.20		1000 <i>Leucothoe catesbaei</i> , 3-yr., TT.	\$0.40	\$0.35	1600 <i>Taxus</i>		
500 <i>Acer palmatum</i> , <i>atropurpureum</i> ,			1000 <i>Ligustrum ibota</i> , 2-yr., S., 9 to 12 ins.	.06	.05	2000 <i>Taxus</i>		
1-yr., grafts	.90		1000 2-yr., S., 12 to 15 ins.	.10	.09	2000 <i>Taxus</i>		
500 2-yr., grafts	1.25		2000 <i>Ligustrum Vicary</i> , 2-yr., C.	.15	.12	2500 <i>Taxus</i>		
500 <i>Acer palmatum</i> , Bloodgood strain,			1400 <i>Liquidambar styraciflua</i> , 1-yr., S.	.10	.09	1000		
2-yr., grafts	1.75		1000 <i>Lonicera zabeli</i> , 1-yr., C.	.12	.10	8000		
1000 <i>Althaea Bluebird</i> , 1-yr., grafts	.75	\$0.60	2000 <i>Magnolia glauca</i> , 1-yr., S.	.12	.10	2000		
400 <i>Aralia pentaphylla</i> , 2-yr., T., 6 to 9 ins.	.15	.12	500 <i>Magnolia rustica rubra</i> , 2-yr., T.,		.75	2000		
2500 <i>Aronia arbutifolia</i> , 2-yr., T.	.12	.10	12 to 18 ins.		.75	2500 <i>Taxus</i>		
1000 <i>Aronia brilliantissima</i> , 2-yr., T.	.12	.10	500 <i>Magnolia soulangiana</i> , 2-yr., T.,		.75	1550		
2000 <i>Aronia melanocarpa</i> , 1-yr., S.	.08	.07 1/2	12 to 18 ins.		.85	2000 <i>Taxus</i>		
500 <i>Azalea mollis</i> , 2-yr., T., 6 to 9 ins.	.25	.20	500 <i>Magnolia stellata</i> , 2-yr., T., 12 to 15 ins.	.18	.18	2000 <i>Taxus</i>		
1700 <i>Berberis Crimson Pigmy</i> , 2-yr., 2 1/4-in. pots	.20	.18	500 <i>Mahonia aquifolium</i> , 2-yr., S., 6 to 9 ins.	.60	.55	1500 <i>Taxus</i>		
7000 <i>Berberis thunbergi</i> , 2-yr., S., 6 to 9 ins.	.07	.06	1000 <i>Malus</i> , in variety, 2 to 3 ft., whips	.75	.70	1000		
2500 <i>Berberis thunbergi</i> , 2-yr., S., 9 to 12 ins.	.09	.08	400 3 to 4 ft., whips		.75	4000 <i>Taxus</i>		
5000 <i>Berberis thunbergi atropurpurea</i> ,			Varieties: <i>Eleyi</i> , <i>hupehensis</i> , <i>Hopa</i> , <i>Red Silver</i>		.09	2000		
2-yr., S., 6 to 9 ins.	.06	.05	6000 <i>Myrica pensylvanica</i> , 1-yr., S.	.20	.18	3000		
5000 2-yr., S., 9 to 12 ins.	.07	.06	300 <i>Philadelphus Belle Etoile</i> , 2-yr., T.	.25	.22	1500		
2000 2-yr., T., 6 to 9 ins.	.10	.09	500 <i>Philadelphus Silver Showers</i> , 2-yr., T.	.20	.18	3000 <i>Taxus</i>		
2000 <i>Calycanthus floridus</i> , 2-yr., T.	.12	.10	1500 <i>Philadelphus virginialis</i> , true, 2-yr., T.	.12	.10	2500		
750 <i>Cedrus atlantica glauca</i> , 1-yr., grafts	1.00		800 <i>Photinia villosa</i> , 2-yr., T.	.15	.12	2000		
3000 <i>Cornus alba sibirica</i> , 1-yr., S., 6 to 9 ins.	.10	.09	500 <i>Physocarpus monogynus</i> , 2-yr., T.,		.15	2000		
5000 <i>Cornus alternifolia</i> , 1-yr., S.	.12	.10	6 to 9 ins.		.12	5600 <i>Taxus</i>		
1700 <i>Cornus amomum</i> , 1-yr., S., 6 to 9 ins.	.10	.09	3000 <i>Picea canadensis (alba)</i> , 4-yr., T.,		.18	2000		
500 <i>Cornus elegantissima</i> , 2-yr., T.	.25	.20	7 to 14 ins.		.14	3200		
3000 <i>Cornus florida</i> , understocks, 1-yr., S.	.08	.07 1/2	2000 <i>Picea excelsa</i> , 4-yr., T., 6 to 12 ins.	.20	.19	2500		
1000 <i>Cornus florida</i> , br., 2 to 3 ft.	.75	.70	3000 <i>Picea excelsa</i> , spring potted understocks		.20	600 <i>Taxus</i>		
300 3 to 4 ft.	1.00	.90	2 1/4-in. pots		1.50	1500		
4000 <i>Cornus mas</i> , 1-yr., S.	.10	.09	500 <i>Picea Moerheimi</i> , 1-yr., grafts	.15	.14	2600		
2000 2-yr., T.	.12	.10	2000 <i>Picea pungens</i> , 2-yr., T.	.18	.15	3600		
500 <i>Cornus paniculata</i> , 1-yr., S., 6 to 9 ins.	.12	.10	3000 4-yr., T.	.25	.20	800		
2000 <i>Cotoneaster acutifolia</i> , 2-yr., T.	.12	.10	1000 <i>Picea pungens glauca</i> , 4-yr., T., 6 to 9 ins.	.35	.30	1000		
2000 <i>Cotoneaster apiculata</i> , 2 1/4-in. pots	.20	.18	3000 <i>Pieris japonica</i> , 2-yr., T.	.45	.40	2000		
5000 <i>Cotoneaster divaricata</i> , 1-yr., S.	.09	.08	2000 3-yr., T.	.15	.12	1600		
3000 2-yr., T.	.12	.10	800 <i>Potentilla</i> , Jackman's variety, 2 1/4-in. pots	.20	.18	1200		
1000 <i>Cotoneaster horizontalis</i> , 2 1/4-in. pots	.15	.12 1/2	1000 <i>Pseudotsuga douglasii</i> , 3-yr., T.	.20	.18	800		
2000 <i>Cotoneaster praecox</i> , 2-yr., T., 6 to 12 ins.	.50	.45	2000 4-yr., T.	.09	.08	3000		
300 <i>Cotoneaster wilsoni</i> , 2-yr., S., 6 to 9 ins.	.20	.18	1800 <i>Rosa rugosa</i> , 1-yr., S.	.25	.20	1500		
3000 <i>Crataegus cordata</i> , 1-yr., S.	.10	.09	5000 <i>Salix repens</i> , golden, dwarf, 2-yr., T.	.15	.12 1/2	2000		
2000 <i>Crataegus oxyacantha</i> , 1-yr., S.	.10	.09	1000 <i>Sophora japonica</i> , 1-yr., S.	.15	.12	800		
2500 <i>Deutzia gracilis rosea</i> , 2-yr., T.	.12	.10	400 <i>Spiraea Anthony Waterer</i> , 2-yr., T.,		.15	400		
1000 <i>Deutzia</i> , Lemoine, 2-yr., T.	.12	.10	6 to 9 ins.		.25	800		
1000 <i>Elaeagnus angustifolia</i> , 1-yr., S.	.10	.09	2000 <i>Spiraea japonica alpina</i> , 2 1/4-in. pots.	.20	.18	3000		
1000 <i>Elaeagnus umbellata</i> , 1-yr., S.	.10	.09	1000 <i>Spiraea multiflora compacta</i> , 2-yr., T.	.10	.09	1000		
1000 <i>Enkianthus campanulatus</i> , 2 1/4-in. pots	.18	.15	400 <i>Symphoricarpos chenaultii</i> , 2-yr., T.		.10	3000		
2500 <i>Euonymus alatus compactus</i> , 2-yr., T.	.30	.25	6 to 9 ins.		.10	1000		
1500 <i>Euonymus europeus</i> , 1-yr., S., 4 to 6 ins.	.10	.09	500 <i>Symphoricarpos vulgaris</i> , 2-yr., T.,		.10	2000		
1750 <i>Euonymus radicans coloratus</i> , 2-yr., T.	.25	.20	6 to 9 ins.		.15	4000		
3000 <i>Euonymus radicans vegetus</i> , 2-yr., T.	.30	.25	800 <i>Styrax japonica</i> , 1-yr., S.	.30	.25	5000		
600 <i>Fagus sylvatica riversi</i> , 2-yr., grafts,			2000 <i>Taxus andersonii</i> , 2-yr., T.	.50	.45	4000		
18 to 24 ins.	1.75		1200 4-yr., TT.	.65	.60	3000		
2000 <i>Forsythia Beatrix Farrand</i> , 2-yr., T.	.20	.18	1000 5-yr., TT.	.35	.32 1/2	3000		
400 <i>Forsythia intermedia</i> , 2-yr., T., 6 to 9 ins.	.12	.10	1000 <i>Taxus brevifolia</i> , 2-yr., T.	.30	.25	3000		
1000 <i>Forsythia spectabilis</i> , 2-yr., T., 9 to 12 ins.	.12	.10	2000 <i>Taxus brownii</i> , 2-yr., T.	.40	.35	2000		
600 <i>Forsythia suspensa</i> , 2-yr., T., 6 to 9 ins.	.15	.12	1500 3-yr., T.	.50	.45	8000		
3000 <i>Ginkgo biloba</i> , 2-yr., T.	.18	.17	2000 4-yr., TT.	.65	.60	3000		
1500 <i>Juniperus depressa plumosa</i> , 2-yr., T.,			1500 5-yr., TT.	.80	.70	500		
9 to 12 ins.	.35	.30	6000 <i>Taxus cuspidata</i> , 2-yr., T.	.30	.25			
500 <i>Juniperus excelsa stricta</i> , 2-yr., T.	.30	.25	4000 4-yr., TT.	.50	.45			
1000 <i>Juniperus glauca hetzi</i> , 1-yr., T.	.25	.20	2000 5-yr., TT.	.75	.70			
600 2-yr., T.	.30	.25	1500 6-yr., TT.	.30	.25			
2000 4-yr., TT.	.55	.45	600 <i>Taxus cuspidata Barnes strain</i> , 2-yr., T.	.10	.08			
600 <i>Juniperus hibernica</i> , 2-yr., T.	.25	.20	8000 <i>Taxus cuspidata capitata</i> , 2-yr., S.	.45	.40			
1000 <i>Juniperus pfitzeriana</i> , 1-yr., T.	.25	.20	1400 4-yr., T.	.25	.20			
800 2-yr., T.	.30	.25	2000 <i>Taxus cuspidata columnaris</i> , 2-yr., T.	.25	.20			
1000 4-yr., TT.	.55	.45	600 <i>Taxus cuspidata fastigiata</i> , 2-yr., T.	.25	.20			
1000 <i>Kolkwitzia amabilis</i> , 2 1/4-in. pots.	.18	.15						

## E. D. ROBINSON SALES AGENCY

Represented by  
William C. Robinson

# B&B SPRING, 1961

Each	Each	Each	Each
100 rate	1000 rate	100 rate	1000 rate
1600 <i>Taxus cuspidata nana</i> , 2-yr., T. ....	\$0.30	\$0.25	
2000 <i>Taxus cuspidata nana erecta</i> , 5-yr., TT. ....	.65	.60	
2000 <i>Taxus cuspidata nigra</i> , 2-yr., T., 12 to 15 ins. ....	.40	.35	
2500 <i>Taxus densiformis</i> , 2-yr., T. ....	.30	.25	
1000 3-yr., T. ....	.40	.37 1/2	
8000 4-yr., TT. ....	.60	.55	
2000 5-yr., TT. ....	.65	.60	
2000 6-yr., TT. ....	.80	.70	
2500 <i>Taxus henryi</i> , 2-yr., T. ....	.35	.32 1/2	
1550 3-yr., T. ....	.40	.37 1/2	
2000 <i>Taxus intermedia</i> , spreading, 2-yr., T. ....	.30	.25	
2000 <i>Taxus intermedia</i> , upright, 2-yr., T. ....	.30	.25	
1500 <i>Taxus intermedia Sebian</i> , 2-yr., T. ....	.35	.32 1/2	
1000 3-yr., T. ....	.40	.37 1/2	
4000 <i>Taxus media Halloran</i> , 2-yr., T. ....	.30	.25	
2000 4-yr., TT. ....	.50	.45	
3000 5-yr., TT. ....	.65	.60	
1500 6-yr., TT. ....	.80	.70	
3000 <i>Taxus media hatfieldi</i> , 2-yr., T. ....	.30	.25	
2500 3-yr., T. ....	.40	.35	
2000 4-yr., TT. ....	.65	.55	
2000 5-yr., TT. ....	.75	.70	
5600 <i>Taxus media hicksi</i> , 2-yr., T. ....	.30	.25	
2000 3-yr., T. ....	.35	.30	
3200 4-yr., TT. ....	.50	.45	
2500 5-yr., TT. ....	.65	.60	
600 <i>Taxus media wellesleyana</i> , 2-yr., T. ....	.25	.20	
3000 <i>Taxus Moon's columnaris</i> , 2-yr., T. ....	.30	.25	
1500 3-yr., T. ....	.40	.30	
2600 4-yr., TT. ....	.60	.55	
3600 5-yr., TT. ....	.65	.60	
800 <i>Taxus stovekeni</i> , 5-yr., TT. ....	.65	.60	
600 6-yr., TT. ....	.80	.70	
1000 <i>Taxus thayerae</i> , 3-yr., T. ....	.40	.37 1/2	
2000 5-yr., TT. ....	.65	.60	
1600 <i>Taxus wardi</i> , 2-yr., T. ....	.30	.27 1/2	
1200 3-yr., T. ....	.40	.37 1/2	
800 <i>Taxus Wyman's Hedgeform</i> , 2-yr., T. ....	.25	.20	
3000 <i>Thuja occidentalis</i> , 3-yr., T., 5 to 7 ins. ....	.10	.08	
1500 2-yr., T., 8 to 10 ins. ....	.15	.14	
1000 <i>Thuja occidentalis boothii</i> , 2-yr., T., 6 to 9 ins. ....	.30	.25	
2000 1-yr., T. ....	.25	.20	
800 4-yr., T. ....	.50	.40	
400 <i>Thuja occidentalis compacta</i> , 2-yr., T. ....	.25	.20	
1000 <i>Thuja occidentalis elegantissima</i> , 2-yr., T. ....	.25	.20	
3000 <i>Thuja occidentalis nigra</i> , 1-yr., T. ....	.25	.20	
1000 2-yr., T. ....	.30	.25	
2000 4-yr., TT. ....	.50	.40	
1600 <i>Thuja occidentalis pyramidalis</i> , 2-yr., T. ....	.30	.25	
5000 <i>Thuja orientalis</i> , understocks, 2 1/4-in. pots. ....	.20	.18	
4000 <i>Tilia cordata</i> , 3-yr., T., 3 to 4 ft. ....	.50	.45	
4000 <i>Tsuga canadensis</i> , 3-yr., T. ....	.30	.25	
3000 4-yr., T. ....	.45	.35	
3000 5-yr., TT. ....	.70	.60	
2000 <i>Viburnum acerifolium</i> , 1-yr., S. ....	.12	.10	
8000 <i>Viburnum americanum</i> , true, 1-yr., S. ....	.12	.10	
3000 <i>Viburnum carlesi</i> , 1-yr., S. ....	.20	.18	
500 <i>Viburnum carlesi compacta</i> , new, 2-yr., grafts ....	1.25	1.00	
5000 <i>Viburnum dentatum</i> , 1-yr., S. ....	.09	.08	
1000 2-yr., T. ....	.18	.16	

	Each 100 rate	Each 1000 rate
2000 <i>Viburnum lantana</i> , 2-yr., T. ....	\$0.18	\$0.16
1000 <i>Viburnum lentago</i> , 2-yr., T. ....	.18	.16
2000 <i>Viburnum setigerum</i> , 1-yr., S. ....	.15	.12½
2000 2-yr., T. ....	.20	.18
1000 2-yr., S. ....	.18	.15
2500 <i>Viburnum sieboldi</i> , 1-yr., S. ....	.15	.12½
3000 <i>Viburnum wrighti</i> , 1-yr., S. ....	.18	.15
500 <i>Viburnum wrighti</i> , from cuttings, 2-yr., T. 18 to 24 ins. ....	.50	
2000 <i>Vinca Miss Jekyll's White</i> , 2¼-in. pots. ....	.30	.25
300 <i>Weigela amabilis</i> , 2-yr., T., 6 to 9 ins. ....	.15	.12
2000 <i>Weigela Bristol Ruby</i> , 1-yr., C. ....	.18	.15
1000 2-yr., T. ....	.25	.20
200 <i>Weigela rosea</i> , 2-yr., T., 6 to 9 ins. ....	.15	.12½
500 <i>Weigela vaniceki</i> , 2-yr., T. ....	.20	.18

## GRAFTED STOCK FROM GREENHOUSE

READY AFTER MAY 1, 1961

Grafted stock 2 3/4-in. pots. Shipped with pot in cartons which carry 50 pots. Order in totals of 50. Ready May 1, 1961.

Acer dissectum	Each	Cornus florida rubra	Each
atropurpureum ....	\$0.75	Picea hoopsii .....	\$0.50
Acer palmatum		Picea moerheimi ....	1.25
atropurpureum ....	.65	Thuja occidentalis	1.00
Chamaecyparis obtusa		pyramidalis .....	.45
gracilis compacta ..	.50	Thuja orientalis aurea	
Chamaecyparis obtusa		nana .....	.45
gracilis nana .....	.60	Viburnum bitchiense ..	.50
Cornus florida alba		Viburnum burkwoodii ..	.45
plena .....	.50	Viburnum carlesi .....	.45
Cornus florida kousa		Viburnum carlesi X,	
speciosa .....	.50	larger flower .....	.55
Cornus florida Prosser,		Viburnum chenaulti ..	.45
new red-flowering ..	.65	Viburnum juddi .....	.50

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Ready after May 1, 1961

RED, 90c			
F. D. Godman	America	Caractacus	Dr. Rutgers
ROSE, 75c			
Catawbiense	Grandiflorum,	Roseum	Elegans, English
Roseum			
WHITE, 75c			
Album Elegans,	Catawbiense	Album	

NOTE: Many evergreen items in the 5 and 6-year, twice-transplanted grades are suitable for potting up for retail trade. We will be glad to send samples.

PLEASE NOTE: This list of lining-out stock is accurate as of December 10, 1960. Please send in orders as soon as possible to avoid disappointment. 30 of a variety take the 100 rate, excepting deciduous seedlings, which are bunched in lots of 25. There will be an additional charge for less than 30 of a variety. This list cancels all previous lining-out lists. Usual terms. We are wholesale only. We will be very glad to quote you on your B&B Taxus requirements.

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GRADE	Each 10 to 240	Each 250 to 990	Each 1000 to 2490	Each 2500 to 5000	Each Over 5000
No. 1 .....	\$0.60	\$0.58	\$0.56	\$0.55	\$0.54
No. 1½ .....	.50	.48	.46	.45	.44

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## QUALITY NURSERY STOCK IN LANDSCAPE SIZES

SHADE TREES: Maple — Norway.  
Scarlet and Sugar, Niobe Weeping  
Willow and Pin Oak. Sizes on most  
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cal. size.

EVERGREENS: Austrian Pine, up  
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Nurseryman  
Broad Brook, Conn.

## COMING EVENTS

### MEETING CALENDAR

January 1 to 3, 1961—North Carolina Association of Nurserymen, annual short course, North Carolina State College union, Raleigh, N. C.

January 3 to 5—Western Association of Nurserymen, annual convention, Hotel Bellerive, Kansas City, Mo.

January 3 to 5—Indiana Association of Nurserymen, winter meeting, Purdue University, Lafayette, Ind.

January 3 to 5 — Eastern Regional Nurserymen's Association, Inc., annual convention, Roosevelt hotel, New York, N. Y.

January 4 to 6—Indiana Arborists Association, midwinter conference, Memorial Center, Purdue University, Lafayette, Ind.

January 6—Landscape Materials Information Service, annual meeting, Statler-Hilton hotel, New York city, N. Y.

January 8 to 10—Texas Association of Nurserymen, management institute, Texas Technological College, Lubbock, Tex.

January 9 to 11—Northern Virginia Nurserymen's Association, short course, Fairfax, Va.

January 11 — Massachusetts Nurserymen's Association, annual meeting, Hotel Kenmore, Boston, Mass.

January 11 and 12—Maryland Nurserymen's Association, annual meeting, Baltimore-Sheraton Inn, Baltimore, Md.

January 12—Cuyahoga County Nurserymen's Association, annual meeting, Clark's Hanna restaurant, Cleveland, O.

January 12 and 13—New Jersey Association of Nurserymen, winter meeting, La Concha hotel, Atlantic City, N. J. A 1-day meeting will also be held January 26 in conjunction with farmers' week at Trenton, N. J.

January 12 to 14—Iowa Nurserymen's Association, winter meeting, Sheraton-Montrose hotel, Cedar Rapids, Ia.

January 15—National Landscape Nurserymen's Association, midwinter conference, Hotel La Salle, Chicago, Ill.

January 15 to 17—New York State Arborists Association, annual meeting, Cornell University, Ithaca, N. Y.

January 16 — National Mail Order Nurserymen's Association, winter meeting, Hotel La Salle, Chicago, Ill.

January 16 to 18—Illinois State Nurserymen's Association, annual convention, Hotel La Salle, Chicago, Ill.

January 16 to 18—Washington State Nurserymen's Association, winter convention, Benjamin Franklin hotel, Seattle, Wash.

January 17 to 20—Ohio Nurserymen's Association, winter meeting and short course, Neil House, Columbus, O.

January 19—Kansas Arborists Association, annual meeting, Wareham hotel, Manhattan, Kan.

January 19 and 20—Seventh annual Kansas state shade tree conference, Umberger Hall, Kansas State University, Manhattan, Kan.

January 22 to 24—Virginia Nurserymen's Association, Inc., annual convention, Hotel John Marshall, Richmond, Va.



January 23 to 25 — Kentucky State Nurserymen's Association, winter meeting, Kentucky hotel, Louisville, Ky.

January 24—Delaware nurserymen's short course, University of Delaware, Newark, Del.

January 24 and 25—Ontario Nurserymen's Association, annual convention and trade show, Sheraton-Connaught hotel, Hamilton, Ont., Canada.

January 24 to 26—Michigan Association of Nurserymen, annual convention, Hotel Pantlind, Grand Rapids, Mich.

January 25 and 26—Connecticut Nurserymen's Association, ninth annual short course, University of Connecticut, Storrs, Conn.

January 25 and 26—Oregon Association of Nurserymen, annual convention, Multnomah hotel, Portland, Ore.

January 25 and 26—Annual school for nurserymen, garden supply dealers and landscape contractors, State University Agricultural and Technical Institute, Farmingdale, L. I., N. Y.

January 26 — Wisconsin Nurserymen's Association and the University of Wisconsin, nurserymen's University day, Wisconsin Center building, University of Wisconsin, Madison.

January 26—Southern California nursery institute, Sproul Hall, University of California, Los Angeles.

January 26 and 27—Colorado Nurserymen's Association, short course, Colorado State University, Fort Collins, Colo.

January 29 and 30—Tennessee Nurserymen's Association, annual convention, Mountain View hotel, Gatlinburg, Tenn.

January 29 to 31—National Arborists Association, annual convention, Statler-Hilton hotel, New York, N. Y.

January 31—Northern California nursery institute, Life Sciences building, University of California, Berkeley.

February 1 and 2—Pennsylvania Nurserymen's Association, annual meeting, Penn Harris hotel, Harrisburg, Pa.

February 7—Kalamazoo Valley Landscape Nurserymen's Association and the Grand Rapids Landscape and Nurserymen's Association, combined annual meeting, Harris hotel, Kalamazoo, Mich.

February 7 and 8—Oregon Association of Nurserymen, short course, Oregon State College, Corvallis, Ore.

February 7 to 9—New England Nurserymen's Association, annual meeting, Hotel Kenmore, Boston, Mass.

February 11—New Hampshire Plant Growers Association, annual meeting, University of New Hampshire, Durham, N. H.

February 13 and 14—Idaho Association of Nurserymen, winter meeting, Basque Center, Boise, Ida.

February 15—Rhode Island Nurserymen's Association, annual meeting, Sheraton-Biltmore hotel, Providence, R. I.

February 15 to 17—Midwestern chapter, National Shade Tree Conference, winter meeting, Hotel La Salle, Chicago, Ill.

February 16—Maryland Nurserymen's Association, short course, University of Maryland, College Park, Md.

February 19 to 21—Southern chapter, National Shade Tree Conference, Lord Baltimore hotel, Baltimore, Md.

February 21 to 23—Pennsylvania nurserymen's Association, winter meeting, [Continued on page 30]

Again it is

## CHICAGO IN JANUARY!

for the largest gathering of nurserymen that will be brought together by any of the winter meetings.

### Illinois State Nurserymen's Association 45th Annual Convention and Trade Show

January 15, 16, 17, 18, 1961  
Hotel La Salle, Chicago

Come and visit one of the best trade shows in the industry. A large variety of nursery plants, products and supplies will be exhibited.

#### Program Features

"The World We Face"

"The Illinois Highway and the Landscape"

Special reports from A. A. N. officers and staff.

#### Trade Show Features

56 Exhibit Booths

Meetings of a number of allied national nurserymen's associations will also be held at the Hotel La Salle, January 15 to 18.

Come early and stay for the banquet and floor show on January 18. The entertainment is top-notch.

#### Exhibit Space Available

Do you have plant materials or nursery production products that you want nurserymen to see? If so, why not rent an exhibit booth at the trade show and expose your wares to the nursery trade. You won't be sorry. Contact: H. R. Kemmerer, Secy., I. S. N. A., 104 Floriculture Bldg., Urbana, Ill., for further information.



P. O. Box 1000

East Hartford, Conn.

- Connecticut Valley Grown for Quality
- Unequalled Service

#### Taxus cuspidata

12 to 15 ins. ....	\$2.25
15 to 18 ins. ....	3.00

#### Ornamentals

##### Maple, Norway

1 1/4 to 1 1/2-in. cal. ....	4.50
------------------------------	------

- Expertly Root Pruned
- Satisfaction Guaranteed

# T. G. OWEN & SON, INC.

Columbus, Miss.

## FINISHED STOCK

These prices are strictly based on wholesale quantities, 25 or more plants of a variety in one grade. If you order only 10 to 24 plants of a variety in one grade, add 10c per plant. If you order less than 10 plants of a variety in one grade, add 25c per plant. We extend to you a cordial invitation to visit our nursery.

	Each 25 or more
<b>Biota aurea nana</b> (Berckmans)	
12 to 15 ins., B&B	\$.90
15 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	1.75
<b>Biota aurea pyramidalis compacta</b>	
24 to 30 ins., B&B	1.00
30 to 36 ins., B&B	1.25
3 to 4 ft., B&B	1.50
<b>Biota bakeri</b>	
<b>Biota excelsa</b>	
<b>Biota sibirica</b>	
18 to 24 ins., B&B	.75
24 to 30 ins., B&B	1.00
30 to 36 ins., B&B	1.25
3 to 4 ft., B&B	1.50
4 to 5 ft., B&B	2.00
5 to 6 ft., B&B	2.25
<b>Biota Bonita</b>	
12 to 15 ins., B&B	.90
15 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
30 to 36 ins., B&B	1.75
<b>Biota Bonita, upright</b>	
18 to 24 ins., B&B	.90
24 to 30 ins., B&B	1.00
30 to 36 ins., B&B	1.35
3 to 4 ft., B&B	1.60
4 to 5 ft., B&B	2.00
<b>Biota Blue Cone</b>	
18 to 24 ins., B&B	1.00
24 to 30 ins., B&B	1.25
30 to 36 ins., B&B	1.50
3 to 4 ft., B&B	1.75
<b>Biota excelsa compacta</b> (Goodwin Strain)	
18 to 24 ins., B&B	1.00
24 to 30 ins., B&B	1.25
30 to 36 ins., B&B	1.50
<b>Biota fruitlandi</b>	
12 to 15 ins., B&B	.90
15 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	1.75
3 to 4 ft., B&B	2.00
<b>Cedrus deodara</b>	
18 to 24 ins., B&B	1.25
24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	1.75
3 to 4 ft., B&B	2.25
4 to 5 ft., B&B	3.25
5 to 6 ft., B&B	4.25
<b>Blue Lawson Cypress</b>	
12 to 15 ins., B&B	.90
15 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
<b>Juniper, Andorra</b>	
12 to 15 ins., B&B	.90
15 to 18 ins., B&B	1.15
18 to 24 ins., B&B	1.40
24 to 30 ins., B&B	1.75
<b>Juniper, Andorra compacta</b>	
12 to 15 ins., B&B	1.25
15 to 18 ins., B&B	1.50
18 to 24 ins., B&B	1.75
<b>Juniper, Pfitzer</b>	
<b>Juniper, Pfitzer compacta</b>	
12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	2.00
30 to 36 ins., B&B	2.50
<b>Juniper, Pfitzer nana</b>	
12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.75
24 to 30 ins., B&B	2.25
30 to 36 ins., B&B	2.50
<b>Juniper, Blue Vase</b> (Texas Star Juniper)	
10 to 12 ins., B&B	.90
12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
<b>Juniper, Pfitzer Blue</b> (D. Hill Nursery Co. strain)	
10 to 12 ins., B&B	1.00
12 to 15 ins., B&B	1.25
15 to 18 ins., B&B	1.50
24 to 30 ins., B&B	2.25
30 to 36 ins., B&B	2.50

	Each 25 or more
<b>Juniper, Blue-Gray</b>	
<b>Juniper, glauca hetzi</b>	
12 to 15 ins., B&B	\$.90
15 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
24 to 30 ins., B&B	1.75
30 to 36 ins., B&B	2.25
3 to 4 ft., B&B	2.75
<b>Juniper, chinensis fortunei</b>	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	1.75
<b>Juniper, chinensis densa glauca</b>	
15 to 18 ins., B&B	1.25
2 to 3 ft., B&B	1.75
3 to 4 ft., B&B	2.50
<b>Juniper, excelsa stricta</b>	
12 to 15 ins., B&B	.85
15 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	2.25
3 to 4 ft., B&B	2.75
<b>Juniper, hibernica fastigiata</b>	
24 to 30 ins., B&B	.90
30 to 36 ins., B&B	1.00
3 to 4 ft., B&B	1.25
4 to 5 ft., B&B	1.75
<b>Juniper, sabina tamariscifolia</b>	
12 to 15 ins., B&B	1.25
<b>Juniper, virginiana burki</b>	
24 to 30 ins., B&B	1.75
30 to 36 ins., B&B	2.00
3 to 4 ft., B&B	3.00
<b>Juniper, virginiana burki compacta</b> (A counterpart of the well-known J. virginiana burki, except that this one is a beautiful spreading type, maintaining the well-known color of the upright form.)	
12 to 15 ins., B&B	1.25
15 to 18 ins., B&B	1.50
18 to 24 ins., B&B	1.75
24 to 30 ins., B&B	2.00
30 to 36 ins., B&B	2.50
<b>Juniper, virginiana canari</b>	
24 to 30 ins., B&B	2.25
30 to 36 ins., B&B	2.50
4 to 5 ft., B&B	4.00
5 to 6 ft., B&B	4.50
<b>Juniper, virginiana Dundee</b>	
30 to 36 ins., B&B	2.50
3 to 4 ft., B&B	3.50
4 to 5 ft., B&B	4.00
<b>Juniper, virginiana keteleeri</b>	
24 to 30 ins., B&B	2.00
30 to 36 ins., B&B	2.25
3 to 4 ft., B&B	2.75
4 to 5 ft., B&B	3.25
5 to 6 ft., B&B	3.50
<b>Thuja occidentalis Hetz Winter Green</b>	
<b>Thuja occidentalis pyramidalis</b>	
12 to 15 ins., B&B	.90
15 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
2 to 3 ft., B&B	1.50
<b>Abelia grandiflora</b>	
18 to 24 ins., B&B	.75
2 to 3 ft., B&B	1.00
<b>Berberis julianae</b>	
12 to 15 ins., B&B	1.00
<b>Berberis sargentiana</b>	
12 to 15 ins., B&B	.90
15 to 18 ins., B&B	1.00
24 to 30 ins., B&B	1.50
<b>Buxus sempervirens eroni</b>	
10 to 12 ins., B&B	.90
12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
<b>Camellia sasanqua, Maiden's Blush</b>	
18 to 24 ins., B&B	1.25
2 to 3 ft., B&B	1.50
<b>Cleyera japonica (Ternstroemia)</b>	
12 to 15 ins., B&B	.85
15 to 18 ins., B&B	1.00
<b>Elaeagnus fruitlandi</b>	
15 to 18 ins., B&B	.75
18 to 24 ins., B&B	.90
2 to 3 ft., B&B	1.00
4 to 5 ft., B&B	1.50
<b>Euonymus japonicus aureo-variegatus</b>	
10 to 12 ins., B&B	.90
<b>Euonymus patens, small-leaved</b>	
15 to 18 ins., B&B	.75
18 to 24 ins., B&B	.90
(Deduct 50% if wanted B.R.)	
<b>Euonymus radicans erectus</b>	
12 to 15 ins., B&B	.60
15 to 18 ins., B&B	.75
18 to 24 ins., B&B	.90
(Deduct 50% if wanted B.R.)	
<b>Gardenia radicans</b>	
12 to 15 ins., B&B	.70
15 to 18 ins., B&B	.80

	Each 25 or more
<b>Ilex cornuta</b>	
18 to 24 ins., B&B	\$.125
24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	2.00
<b>Ilex cornuta burfordii</b>	
12 to 15 ins., B&B	.90
15 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	2.00
<b>Ilex cornuta, seedlings</b>	
15 to 18 ins., B&B	.90
18 to 24 ins., B&B	1.00
24 to 30 ins., B&B	1.25
30 to 36 ins., B&B	1.50
3 to 4 ft., B&B	2.00
4 to 5 ft., B&B	2.50
<b>Ilex crenata convexa bullata</b>	
10 to 12 ins., B&B	.90
12 to 15 ins., B&B	1.00
<b>Ilex crenata hetzi</b>	
10 to 12 ins., B&B	.85
12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.25
24 to 30 ins., B&B	1.75
<b>Ilex crenata rotundifolia</b>	
12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.25
<b>Ilex glabra (Inkberry)</b>	
15 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
24 to 30 ins., B&B	1.50
<b>Ilex opaca East Palatka</b>	
24 to 30 ins., B&B	1.25
30 to 36 ins., B&B	1.50
3 to 4 ft., B&B	2.00
4 to 5 ft., B&B	2.50
<b>Ilex opaca femina</b>	
3 to 4 ft., B&B	2.50
4 to 5 ft., B&B	2.75
5 to 6 ft., B&B	3.00
<b>Ilex opaca Howard</b>	
18 to 24 ins., B&B	1.00
24 to 30 ins., B&B	1.25
30 to 36 ins., B&B	1.50
3 to 4 ft., B&B	2.00
4 to 5 ft., B&B	2.50
<b>Ilex opaca Howard, seedlings</b>	
3 to 4 ft., B&B	2.00
5 to 6 ft., B&B	2.75
6 to 8 ft., B&B	4.00
<b>Ilex vomitoria</b>	
3 to 4 ft., B&B	2.25
<b>Ilex vomitoria, dwarf</b>	
24 to 30 ins., B&B	2.50
<b>Jasminum floridum</b>	
18 to 24 ins., B&B	.75
2 to 3 ft., B&B	.90
(Deduct 50% if wanted B.R.)	
<b>Laurel, Cherry</b>	
2 to 3 ft., B&B	1.25
3 to 4 ft., B&B	1.50
4 to 5 ft., B&B	2.25
<b>Ligustrum ionandrum</b> A government introduction. (Very small leaves, low growing and bushy. Forms a perfect specimen without shearing.)	
12 to 15 ins., B&B	.90
15 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
<b>Ligustrum japonicum</b>	
3 to 4 ft., B&B	1.25
4 to 5 ft., B&B	1.50
<b>Ligustrum lucidum compactum</b>	
<b>Ligustrum texanum</b>	
18 to 24 ins., B&B	.85
24 to 30 ins., B&B	1.00
30 to 36 ins., B&B	1.25
<b>Magnolia grandiflora</b>	
18 to 24 ins., B&B	1.00
2 to 3 ft., B&B	1.25
3 to 4 ft., B&B	1.50
4 to 5 ft., B&B	2.25
5 to 6 ft., B&B	3.50
6 to 8 ft., B&B	4.50
<b>Nandina domestica</b>	
12 to 15 ins., B&B	.60
15 to 18 ins., B&B	.75
18 to 24 ins., B&B	.90
24 to 30 ins., B&B	1.10
<b>Osmanthus fortunei</b>	
12 to 15 ins., B&B	.75
15 to 18 ins., B&B	.90
<b>Photinia serrulata</b>	
12 to 15 ins., B&B	.80
15 to 18 ins., B&B	.90
18 to 24 ins., B&B	1.00
2 to 3 ft., B&B	1.25
<b>Viburnum tinus</b>	
30 to 36 ins., B&B	1.50
3 to 4 ft., B&B	1.75

## T. G. OWEN &amp; SON, INC.

Columbus, Miss.

## FINISHED STOCK Continued

Each or more	Each 25 or more	Each 25 or more	Each 25 or more
<i>Acer palmatum atropurpureum</i> , seedlings (Japanese Red-Leaved Maple)			
12 to 18 ins., B&B	\$1.00		
18 to 24 ins., B&B	1.50		
2 to 3 ft., B&B	1.75		
<i>Barberry, Red-Leaved</i>			
12 to 18 ins., B&B	1.00		
18 to 24 ins., B&B	1.25		
3 to 4 ft., B&B	1.75		
<i>Cornus florida</i>			
2 to 3 ft., B&B	1.00		
3 to 4 ft., B&B	1.40		
4 to 5 ft., B&B	2.00		
5 to 6 ft., B&B	2.75		
<i>Cornus florida rubra</i>			
18 to 24 ins., B&B	\$1.25		
3 to 4 ft., B&B	2.50		
<i>Crape Myrtle, Wm. Toovey</i>			
18 to 24 ins., B&B	.90		
2 to 3 ft., B&B	1.00		
<i>Cydonia japonica</i>			
18 to 24 ins., B&B	.90		
2 to 3 ft., B&B	1.00		
(Deduct 50% if wanted B.R.)			
<i>Lonicera, Flaming Beauty</i>			
12 to 18 ins., B&B	.85		
18 to 24 ins., B&B	1.00		
<i>Magnolia soulangiana</i>			
2 to 3 ft., B&B	\$1.75		
3 to 4 ft., B&B	2.25		
4 to 5 ft., B&B	2.75		
5 to 6 ft., B&B	3.25		
<i>Magnolia soulangiana nigra</i>			
18 to 24 ins., B&B	1.25		
2 to 3 ft., B&B	1.50		
<i>Magnolia stellata</i>			
15 to 18 ins., B&B	1.25		
18 to 24 ins., B&B	1.50		
2 to 3 ft., B&B	2.25		
3 to 4 ft., B&B	2.50		
<i>Spiraea reevesiana flore-pleno</i>			
3 to 4 ft., B&B	1.00		
4 to 5 ft., B&B	1.25		

## CONTAINER-GROWN STOCK

PLEASE NOTE: Our container-grown plants are listed according to grade, which enables you to determine what you are getting for your money.	1-gal. Each 25 or more	2-gal. Each 25 or more	1-gal. Each 25 or more	2-gal. Each 25 or more
These prices are strictly based on wholesale quantities, 25 or more plants of a variety in one container size and one grade.				
If you order 10 to 24 plants of a variety in one container size and one grade, add 5c per plant.				
If you order less than 10 plants of a variety in one container size and one grade, add 10c per plant.				
<i>Biota aurea nana</i> (Berckmans)	1-gal. Each 25 or more	2-gal. Each 25 or more		
<i>Biota Bonita</i> , globe				
<i>Biota Bonita</i> , upright				
<i>Biota Blue Cone</i>				
<i>Biota fruitlandi</i>				
12 to 15 ins.	\$0.55			
15 to 18 ins.	.60			
<i>Biota bakeri</i>				
<i>Biota sibylli</i>				
15 to 18 ins.	.55			
18 to 24 ins.	.60			
<i>Juniper, Andorra</i>				
<i>Juniper, excelsa stricta</i>				
<i>Juniper, glauca hetzi</i>				
10 to 12 ins.	.55			
12 to 15 ins.	.60			
<i>Juniper, Blue Vase</i>				
15 to 18 ins.	.90			
<i>Kurume and Hybrid Azaleas</i>				
<i>Christmas Cheer</i> , red				
<i>Hinodegiri</i> , fiery red				
<i>Innocence</i> , white				
<i>Pink Banner</i> , vivid carmine-pink				
6 to 8 ins.	.50			
8 to 10 ins.	.55			
10 to 12 ins.	.65			
(Hinodegiri only)				
<i>Abelia grandiflora</i>				
12 to 15 ins.	.50			
15 to 18 ins.	.55			
<i>Cleyera japonica</i> (Ternstroemia)				
10 to 12 ins.	.55			
12 to 15 ins.	.60			
15 to 18 ins.	.70			
<i>Cotoneaster parneyi</i>				
15 to 18 ins.	\$0.55			
<i>Elaeagnus</i> , dwarf				
12 to 15 ins.	.70			
<i>Euonymus radicans erectus</i>				
12 to 15 ins.	.50			
<i>Ilex aquifolium</i>				
8 to 12 ins.	.50			
12 to 15 ins.	.60			
<i>Ilex cornuta burfordii</i>				
10 to 12 ins.	.50			
12 to 15 ins.	.55	\$1.00		
15 to 18 ins.	.65	1.10		
18 to 24 ins.	1.40			
<i>Ilex cornuta rotunda</i>				
8 to 10 ins.	.75			
12 to 15 ins.	1.35			
<i>Ilex cornuta</i> , male				
12 to 15 ins.	.55			
15 to 18 ins.	.60			
<i>Ilex cornuta</i> , seedlings				
10 to 12 ins.	.50			
12 to 15 ins.	.55			
<i>Ilex crenata buxifolia</i>				
6 to 8 ins.	.50			
8 to 10 ins.	.55			
<i>Ilex crenata convexa bullata</i>				
8 to 10 ins.	.55			
10 to 12 ins.	.65			
12 to 15 ins.	.75	1.20		
15 to 18 ins.	1.30			
<i>Ilex crenata hetzi</i>				
** <i>Ilex crenata repandens</i>				
<i>Ilex crenata rotundifolia</i>				
6 to 8 ins.	.50			
8 to 10 ins.	.55			
10 to 12 ins.	.60	1.00		
12 to 15 ins.	.65	1.10		
15 to 18 ins.	1.20			
Variety marked by (**) double asterisk available in 2-gallon size only.				
<i>Ilex opaca femina</i>				
12 to 18 ins.	.60			
<i>Ilex vomitoria</i> , dwarf				
6 to 8 ins.	.55			
8 to 10 ins.	.70			
<i>Ligustrum lucidum compactum</i>				
<i>Ligustrum texanum</i>				
12 to 18 ins.	\$0.50			
18 to 24 ins.	.60			
<i>Magnolia grandiflora</i>				
12 to 18 ins.	.55			
<i>Osmanthus fortunei</i>				
10 to 12 ins.	.50			
12 to 15 ins.	.55			
<i>Pittisporum tobira</i>				
10 to 12 ins.	.50			
12 to 15 ins.	.55			
<i>Podocarpus neriifolia</i>				
12 to 15 ins.	.50			
15 to 18 ins.	.55			
18 to 24 ins.	.60			
<i>Pyracantha Belli</i>				
12 to 15 ins.	.50			
15 to 18 ins.	.55			
18 to 24 ins.	.60			
<i>Pyracantha coccinea inlandi</i>				
15 to 18 ins.	.50			
18 to 24 ins.	.60	\$1.25		
2 to 3 ft.	.70	1.40		
<i>Pyracantha formosana</i>				
12 to 18 ins.	.50			
<i>Pyracantha Government Red</i>				
18 to 24 ins.	.75			
<i>Pyracantha graberi</i>				
12 to 18 ins.	.50			
18 to 24 ins.	1.10			
<i>Pyracantha Kusan</i>				
18 to 24 ins.	.55			
2 to 3 ft.	.65			
<i>Viburnum suspensum</i>				
12 to 15 ins.	.55			
<i>Liquidambar</i> (Sweet Gum)				
18 to 24 ins.	.50			
2 to 3 ft.	.55			
4 to 5 ft.	.75			
5 to 6 ft.	.80			
<i>Pinus caribaea</i> (Slash Pine)				
12 to 18 ins.	.50			
18 to 24 ins.	.55			

## LINING-OUT STOCK

Each Per 100	Each Per 1000	Each Per 100	Each Per 1000
<i>Juniper, Andorra</i>			
<i>Juniper, Pfitzer</i>			
<i>Juniper, Pfitzer compacta</i>			
2 1/4-in. pots	\$0.14	\$0.12	
2 1/2-in. pots	.16	.14	
Strong rooted cuttings	.10	.08	
<i>Juniper, Andorra compacta</i>			
2 1/4-in. pots	.22	.20	
2 1/2-in. pots	.24	.22	
<i>Juniper, Pfitzer Blue</i>			
(D. Hill Nursery Co. strain)			
2 1/4-in. pots	.18	.16	
Strong rooted cuttings	.12	.10	
<i>Juniper, Pfitzer nana</i>			
2 1/4-in. pots	.20	.18	
2 1/2-in. pots	.22	.20	
<i>Juniper, Blue Vase</i>			
(Texas Star Juniper)			
2 1/4-in. pots	.18	.16	
2 1/2-in. pots	.20	.18	
<i>Juniper, chinensis argentea</i> , blue			
<i>Juniper, japonica procumbens</i>			
2 1/4-in. pots	.22	.20	
2 1/2-in. pots	.24	.22	
<i>Juniper, excelsa stricta</i>			
<i>Juniper, hibernica fastigiata</i>			
<i>Juniper, glauca hetzi</i>			
2 1/4-in. pots	.17	.15	
2 1/2-in. pots	.18	.16	
<i>Juniper, horizontalis douglasii</i>			
2 1/4-in. pots	\$0.14	\$0.12	
<i>Juniper, virginiana burki compacta</i>			
(See description in B&B list)			
2 1/4-in. pots	.20	.18	
2 1/2-in. pots	.22	.20	
<i>Thuja occidentalis pyramidalis</i>			
2 1/4-in. pots	.18	.16	
2 1/2-in. pots	.19	.17	
We have these in surplus:			
Note SPECIAL LOW PRICES!			
** <i>Taxus cuspidata</i>			
<i>Taxus intermedia</i>			
<i>Taxus andersonii</i>			
** <i>Taxus media brownii</i>			
** <i>Taxus media hicksii</i>			
<i>Taxus media sieboldii</i> (2 1/4 and 2 1/2-in. pots only)			
4 to 6 ins., rooted cuttings	.08	.06	
2 1/4-in. pots	.12	.06	
2 1/2-in. pots	.14	.12	

(Continued on next page.)

SPECIAL NOTICE: Items marked by (\*) asterisk will be available for delivery late spring of 1961. All items not so marked are ready for immediate or later shipment to suit customer's requirements. Varieties marked by (\*\*) double asterisk available in rooted cuttings and 1/2-in. pots.



# T. G. OWEN & SON, INC.

Columbus, Miss.

## LINING-OUT STOCK Continued

	Each Per 100	Each Per 1000		Each Per 100	Each Per 1000		Each Per 100	Each Per 1000
<i>Abelia grandiflora</i>			<i>Hex crenata rotundifolia</i>			<i>Nandina domestica</i>		
2 1/4-in. pots	\$0.15	\$0.14	2 1/2-in. pots	\$0.15	\$0.14	2 1/4-in. pots	\$0.11	\$0.10
2 1/2-in. pots	.16	.15	6x 8 ins., bed-grown, well-br.	.12	.11	2 1/2-in. pots	.13	.12
<i>Berberis julianae</i>			6x 8 ins., field-grown,			<i>Osmanthus fortunei</i>		
2 1/4-in. pots	.17	.16	well-br.	.16	.15	2 1/2-in. pots	.18	.17
2 1/2-in. pots	.18	.17	8x12 ins., field-grown,	.18	.17	<i>Photinia glabra</i>		
<i>Buxus japonica</i>			well-br.			*2 1/4-in. pots	.17	.16
2 1/4-in. pots, heavy	.11	.10	<i>Hex crenata fosteri</i> No. 1			<i>Photinia serrulata</i>		
2 1/2-in. pots, heavy	.12	.11	A new, very low growing,			2 1/4-in. pots	.16	.15
<i>Cleyera japonica</i> (Ternstroemia)			very compact spreader. Its			4x6 ins., bed-grown,	.04	.03
2 1/4-in. pots	.18	.17	small serrated leaves are			seedlings	.06	.05
<i>Cleyera ochracea</i>			not convex and are more			6x8 ins., bed-grown,	.06	.05
2 1/4-in. pots	.17	.16	pointed than those of convex.			8x12 ins., bed-grown,	.08	.07
2 1/2-in. pots	.19	.18	2 1/4-in. pots	.18	.16	seedlings	.11	.10
3-in. pots	.21	.20	<i>Hex crenata</i> , seedlings	.09	.08	<i>Pittosporum tobira</i>		
<i>Elaeagnus frutlandi</i>			2-in. pots	.11	.10	2 1/4-in. pots	.19	.17
2 1/4-in. pots	.13	.12	2 1/2-in. pots	.11	.10	2 1/2-in. pots	.20	.18
2 1/2-in. pots	.15	.14	3x4 ins., bed-grown	.05	.04	<i>Pyracantha bellii</i>		
<i>Elaeagnus pungens</i> , dwarf			<i>Hex opaca</i> East Palatka			2 1/4-in. pots	.12	.10
2 1/4-in. pots	.19	.18	2 1/2-in. pots	.14	.13	2 1/2-in. pots	.15	.14
2 1/2-in. pots	.21	.20	<i>Hex opaca</i> femina			Strong rooted cuttings	.07	.06
<i>Euonymus japonicus aureo-variegatus</i>			2 1/2-in. pots	.18	.17	<i>Pyracantha yunnanensis</i>		
2 1/4-in. pots	.17	.16	<i>Hex opaca</i> Howard			2 1/4-in. pots	.16	.15
<i>Euonymus radicans erectus</i>			2 1/2-in. pots	.14	.13	<i>Viburnum tinus</i>		
2 1/4-in. pots	.10	.09	<i>Jasminum floridum</i>			2 1/2-in. pots	.10	.09
<i>Hedera helix</i> (English Ivy)			2 1/4-in. pots	.10	.09	<i>Acer palmatum atropurpureum</i> ,		
2 1/2-in. pots	.11	.10	<i>Laurel, Cherry</i>	.14	.13	seedlings	.21	.20
2 1/2-in. pots	.13	.12	2 1/2-in. pots	.15	.14	*2 1/2-in. pots	.26	.25
<i>Gardenia fortunei</i>			<i>Ligustrum japonicum</i>			<i>Barberry, Red-leaved</i>		
2 1/2-in. pots	.16	.15	2 1/4-in. pots	.11	.10	2 1/4-in. pots	.11	.10
<i>Hex cornuta femina</i>			<i>Ligustrum texanum</i>			2 1/2-in. pots	.13	.12
2 1/4-in. pots	.13	.12	2 1/4-in. pots	.16	.15	<i>Cornus florida</i>		
2 1/2-in. pots	.15	.14	<i>Magnolia grandiflora</i>			2 1/4-in. pots	.09	.08
<i>Hex crenata buxifolia</i>			2 1/4-in. pots	.14	.13	6x8 ins., bed-grown, seedlings	.04	.03
<i>Hex crenata repandens</i>			2 1/2-in. pots	.15	.14	<i>Slash Pine</i> (Pinus caribaea)		
2 1/4-in. pots	.13	.12	3x4 ins., bed-grown seedlings	.06	.05	12x18 ins., bed-grown,	.06	.05
2 1/2-in. pots	.15	.14				seedlings	.07	.06
<i>Hex crenata convexa bullata</i>								
2 1/4-in. pots	.14	.13						
2 1/2-in. pots	.15	.14						
4x 6 ins., beds, well-br.	.14	.13						
6x 8 ins., beds, well-br.	.15	.14						
8x12 ins., beds, well-br.	.17	.16						

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erymen's conference, Pennsylvania State University, University Park, Pa.

February 22—Lake County Nurserymen's Association, annual winter meeting and nurserymen's school, Hellriegel's Inn, Painesville, O.

February 23—Cuyahoga County Nurserymen's Association, winter nursery school, Lake Shore Country Club, Cleveland, O.

February 23 and 24—Massachusetts Nurserymen's Association, short course, Waltham field station, University of Massachusetts, Waltham, Mass.

### CANCEL NEW YORK MEET

According to Robert S. Taylor, secretary-treasurer of the Western New York Nurserymen's Association, the group's annual convention, announced earlier for January 20 at Rochester, will not be held, since the association as such is being dissolved. It was decided at a recent meeting that the area formerly represented by the W. N. Y. N. A. should be incorporated into the newly drawn seven regions of the New York State Nurserymen's Association.

### MASSACHUSETTS DATE

Announcing the annual meeting of the Massachusetts Nurserymen's Association, Richard S. Guild, executive director, gives January 11 as

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Cromwell, Conn.

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### TAXUS LINERS

5-yr., TT.	100 rate	1000 rate
<i>Taxus browni</i>	\$65.00	\$600.00
<i>Taxus densiformis</i>	65.00	600.00
<i>Taxus hicksi</i>	65.00	600.00
<i>Taxus Halloran</i>	65.00	600.00
<i>Taxus mooni</i>	65.00	600.00
<i>Taxus nana erecta</i>	65.00	600.00
<i>Taxus stovekeni</i>	65.00	600.00
<i>Taxus thayerae</i>	65.00	600.00
4-yr., TT.		
<i>Taxus andersoni</i>	50.00	450.00
<i>Taxus browni</i>	50.00	450.00
<i>Taxus cuspidata</i>	50.00	450.00
<i>Taxus hicksi</i>	50.00	450.00
<i>Taxus Halloran</i>	50.00	450.00

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SWEENEY, KRIST and DIMM • HORTICULTURAL LITHOGRAPHERS  
PORTLAND, OREGON

*plan to visit us at the LaSalle Hotel, Chicago  
during the January Horticultural Meetings*

We will be there from January 13th through  
January 20th with a showing of fine Horticultural  
Advertising lithographed in full, lifelike color  
by Sweeney, Krist and Dimm.

Bring your questions to **ROOM 1844**  
of the LaSalle Hotel and let us help you gain  
larger profits in 1961.

Take advantage of our complete facilities for  
producing your merchandising program beginning  
with original layouts through printing, to mailing.



Our color printing is increasing Nurserymen's sales of Trees, Plants, Bulbs and Dry Merchandise:

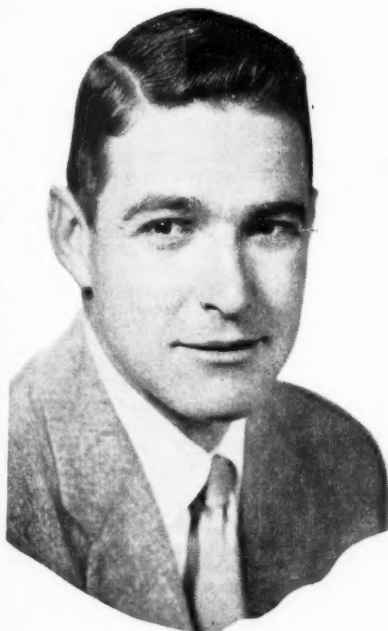
#### Retail Nursery Catalogs for 1961

#### "Garden Plants in Color"

Posters • Wall Charts • Banners • Folders

Package Labels and/or Prints for Roses & Bulbs

Plastic Bedding Plant and Camellia Tags



#### SCHEDULE OF MEETING DATES

Jan. 14-18	Illinois Nurserymen's Association Convention
Jan. 14	All-America Rose Selections
Jan. 14	All-America Mum Selections
Jan. 15	National Landscape Nurserymen's Association
Jan. 16	National Mail Order Nurserymen's Association
Jan. 16	National Association of Plant Patent Owners
Jan. 17	All-America Camellia Selections
Jan. 21	All-America Seed Selections Committee

*horticultural printers and lithographers*

**Sweeney, Krist and Dimm**



535 N. W. 16th AVENUE  
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CAPitol 6-6881

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## STAR MINIATURE ROSES

MAKE NEW PROFITS FOR YOU!

## here's why

- 1** An all-out advertising push in full color in the national consumer books will acclaim the merits of STAR Miniature Roses . . . Pixie Gold, Pixie Rose, Red Imp, Bo-Peep, Baby Gold Star, Cinderella, Midget, Pixie, Robin, Sweet Fairy, and Tinker Bell. Their beauty, hardiness, versatility, excitement, make them a "must-get" item for hundreds of your prospects.



- 2** Ordered now, STAR Miniature Roses can be forced for pot sales. They're a new, natural sales addition for Easter and throughout the spring.



- 3** STAR Miniature Roses can be planted outdoors in the spring where they will bloom right up until frost. They're winter hardy, too! . . . good reasons for your customers to buy in multiple quantities.

### BRAND NEW

#### Star PIXIE GOLD (Pl. Pat. App. For)

Fine bright yellow bud, opens to a soft golden yellow. Grows to about 12".

#### Star PIXIE ROSE (Pl. Pat. App. For)

Finest deep pink available. Really double and free flowering. Fragrant, too. A compact plant of 10".

### ALL NEW

**SPECIAL OFFER**  
25 Pixie Gold  
for one  
**\$42.50** collection

**COLLECTION A1**  
25 Pixie Rose  
ea. for  
**\$39.50** 3 collections

### FAVORITE FOUR

**The STAR Special**  
50 Red Imp—rich,  
unfading red  
20 Bo-Peep—soft pink  
for one  
**\$67.50** collection

**COLLECTION A2 (100 plants)**  
15 Baby Gold Star  
—golden yellow  
15 Cinderella—cream-white  
ea. for 3 or  
**\$62.50** more collections

Order now! Free culture information, sales aids and large four-color poster shipped with each order.



## The Conard-Pyle Co.

WEST GROVE 220, PA.  
GROWERS OF FAMOUS STAR ROSES

## TAXUS

In varieties, certified for western shipment.

### BULK'S NURSERIES, INC.

610 W. Montauk Hwy.  
Babylon, N. Y.  
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Concord Grape Roots  
Red Raspberry  
Flowering Shrubs  
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Currants

**IVAN R. CONGDON NURSERY**  
North Collins, N. Y.

### LITTLE TREE NURSERIES

Rowley, Mass.

- Quality Landscape-Size Stock
- Hybrid Rhododendrons
- Taxus and others

the date. The meeting will start at 10 a. m. and adjourn at 4 p. m. Except for a short presentation by F. Raymond Brush, executive assistant, American Association of Nurserymen, and a luncheon speaker, who will talk on the current business outlook in Massachusetts, the entire meeting will be devoted to association business matters.

### ILLINOIS MEETING PLAN

Landscaping of Illinois highways and latent viruses in apple and crab apple varieties are among the topics scheduled for discussion at the annual convention of the Illinois State Nurserymen's Association January 16 to 18 at the Hotel La Salle, Chicago, Ill. Sessions will be held in meeting rooms on the 18th and 19th floors of the hotel, with trade exhibits displayed in the 19th floor Grand ballroom. Special events planned for the ladies present are a card party Monday afternoon, January 16, and a Wednesday luncheon at the Kungsholm restaurant, where entertainment will be provided in the Kungsholm miniature grand opera theater. The general program is arranged as follows:

#### JANUARY 16

9:30 a. m.—Registration.

12:15 p. m.—Lunch.

1:15 p. m.—Convention called to order.

President's address, by Henry Lohse, Henry Lohse Nursery, Dixon.

"The World We Face," by Dr. William M. McGovern, professor of political science, Northwestern University, Evanston, Ill.

#### JANUARY 17

9:30 a. m.—Business session: Treasurer's and committee reports and election of officers.

11 a. m.—Annual meeting, Illinois chapter, American Association of Nurserymen.

12:15 p. m.—Lunch.

"The Illinois Highway and the Landscape," by R. R. Bartelsmeyer, chief highway engineer, Illinois division of highways, Springfield.

"Growth Response of Plants and Animals to Light Energy"—film and commentary, by John Ott, John Ott Studio, Lake Bluff, Ill.

#### JANUARY 18

10 a. m.—"Latent Viruses in Commercial Apple Varieties and Ornamental Malus," by Dr. J. R. Shay, head, department of botany and plant pathology, Purdue University, Lafayette, Ind.

12:15 p. m.—Lunch.

"What You Get for Your Money," by Vincent K. Bailey, J. V. Bailey Nurseries, St. Paul, Minn., president, American Association of Nurserymen.

Presentation of 1960 industrial landscaping awards.

"Marketing in the 60's," by Howard P. Quadland, director of public information, A. A. N.

"1961 Legislative Outlook," by Robert F. Lederer, A. A. N. legislative assistant.

"Challenge of the 60's," by Dr. Rich-

[Continued on page 36]



# PACIFIC COAST NURSERY

**Rt. 1, Box 114B, PORTLAND 10, ORE.**

**Phone: MAYfair 1-3325**

**Pioneering Seedling Growers on  
the Pacific Coast Since 1914**

***Specializing in Fruit Tree Seedlings,  
Shade and Flowering Trees***

**French and  
Domestic Apple Seedlings,**  
Str. and Br.

**Bartlett Pear Seedlings,**  
Str. and Br.

**French Pear Seedlings,**  
Str. and Br.

**Calleryana Pear Seedlings,**  
Str.

**Manchu Cherry Seedlings**  
(Prunus tomentosa)

**Mahaleb Cherry Seedlings**

**Mazzard Cherry Seedlings**

**Myrobalan Plum Seedlings**

**American Plum Seedlings**

**Angers Rooted Quince  
Cuttings**

Combination carloads to eastern distributing points.

**John Holmason & Sons**  
**Props.**

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**Angers Rooted Quince  
Cuttings**

Combination carloads to eastern distributing points.

**John Holmason & Sons**  
**Props.**





	Each	Each		Each	Each		Each	Each
	Per 10	Per 100		Per 10	Per 100		Per 10	Per 100
<i>Abelia grandiflora</i>			<i>Ilex crenata repandens</i>			<i>Lonicera yunnanensis</i>		
2 to 3 ft. ....	\$1.25	\$1.00	12 to 15 ins. ....	\$1.25	\$1.00	15 to 18 ins. ....	\$1.20	\$1.00
<i>Azalea (Ilicium)</i>			15 to 18 ins. ....	1.50	1.25	18 to 24 ins. ....	1.50	1.25
2 to 3 ft. ....	1.50	1.25	18 to 24 ins. ....	2.00	1.75	<i>Loropetalum chinensis</i>		
3 to 4 ft. ....	2.25	2.00	24 to 30 ins. ....	2.25	2.00	15 to 18 ins. ....	1.15	1.00
<i>Berry, Julianae</i>			<i>Ilex crenata rotundifolia</i>			18 to 24 ins. ....	1.40	1.25
15 to 18 ins. ....	1.75	1.50	12 to 15 ins. ....	1.15	1.00	24 to 30 ins. ....	1.75	1.50
18 to 24 ins. ....	2.25	2.00	15 to 18 ins. ....	1.40	1.25	<i>Magnolia alexandrina</i>		
<i>Buxwood, harlandi</i>			18 to 24 ins. ....	1.65	1.50	4 to 5 ft. ....	3.75	3.50
8 to 10 ins. ....	.85	.75	24 to 30 ins. ....	2.25	2.00	<i>Magnolia glauca</i>		
10 to 12 ins. ....	1.15	1.00	30 to 36 ins. ....	3.00	2.75	2 to 3 ft. ....	1.75	1.50
12 to 15 ins. ....	1.40	1.25	3 to 4 ft. ....	4.00	3.50	3 to 4 ft. ....	2.25	2.00
15 to 18 ins. ....	1.65	1.50	<i>Ilex crenata rotundifolia, pyramids</i>			4 to 5 ft. ....	2.75	2.50
<i>Buxwood, sempervirens</i>			24 to 30 ins. ....	2.25	2.00	5 to 6 ft. ....	3.50	3.25
12 to 15 ins. ....	1.40	1.25	30 to 36 ins. ....	3.25	3.00	6 to 8 ft. ....	5.50	5.00
15 to 18 ins. ....	2.25	2.00	3 to 4 ft. ....	4.50	4.00	<i>Magnolia grandiflora</i>		
18 to 24 ins. ....	2.75	2.50	<i>Ilex glabra</i>			2 to 3 ft. ....	1.75	1.50
<i>Buxwood, welleri</i>			15 to 18 ins. ....	1.20	1.00	3 to 4 ft. ....	2.75	2.50
12 to 15 ins. ....	1.40	1.25	18 to 24 ins. ....	1.75	1.50	4 to 5 ft. ....	3.75	3.50
<i>Cleyera japonica</i>			24 to 30 ins. ....	2.25	2.00	5 to 6 ft. ....	5.50	5.00
15 to 18 ins. ....	1.20	1.00	30 to 36 ins. ....	2.75	2.50	<i>Magnolia rustica rubra</i>		
18 to 24 ins. ....	1.75	1.50	<i>Ilex opaca, seedlings</i>			4 to 5 ft. ....	3.75	3.50
<i>Elaeagnus fruitlandi</i>			2 to 3 ft. ....	1.75	1.50	<i>Magnolia soulangiana</i>		
2 to 3 ft. ....	1.25	1.00	3 to 4 ft. ....	2.75	2.50	2 to 3 ft. ....	2.00	1.75
3 to 4 ft. ....	1.75	1.50	4 to 5 ft. ....	3.75	3.50	3 to 4 ft. ....	2.75	2.50
<i>Elaeagnus simoni</i>			5 to 6 ft. ....	5.50	5.00	4 to 5 ft. ....	3.50	3.25
2 to 3 ft. ....	1.25	1.00	<i>Ilex Croonenburg</i>			5 to 6 ft. ....	4.50	4.00
3 to 4 ft. ....	1.75	1.50	2 to 3 ft. ....	2.25	2.00	<i>Magnolia soulangiana nigra</i>		
<i>Euonymus alatus compactus</i>			3 to 4 ft. ....	3.25	3.00	3 to 4 ft. ....	2.75	2.50
18 to 24 ins. ....	1.50	1.25	4 to 5 ft. ....	4.25	4.00	<i>Magnolia stellata</i>		
24 to 30 ins. ....	1.75	1.50	5 to 6 ft. ....	5.25	5.00	18 to 24 ins. ....	2.00	1.75
<i>Euonymus coloratus</i>			<i>Ilex East Palatka</i>			2 to 3 ft. ....	3.00	2.50
18 to 24 ins. ....	1.25	1.00	2 to 3 ft. ....	1.75	1.50	3 to 4 ft. ....	4.50	4.00
24 to 30 ins. ....	1.50	1.25	3 to 4 ft. ....	2.75	2.50	<i>Nandina domestica</i>		
30 to 36 ins. ....	2.25	2.00	4 to 5 ft. ....	3.75	3.50	15 to 18 ins. ....	.80	.75
<i>Euonymus fortunei erectus</i>			5 to 6 ft. ....	5.50	5.00	18 to 24 ins. ....	1.20	1.00
15 to 18 ins. ....	1.25	1.00	<i>Ilex opaca fosteri</i>			24 to 30 ins. ....	1.50	1.25
18 to 24 ins. ....	1.50	1.25	2 to 3 ft. ....	2.25	2.00	30 to 36 ins. ....	1.75	1.50
24 to 30 ins. ....	1.70	1.50	3 to 4 ft. ....	3.25	3.00	<i>Nandina domestica, dwarf</i>		
<i>Euonymus japonicus</i>			4 to 5 ft. ....	4.25	4.00	15 to 18 ins. ....	1.15	1.00
18 to 24 ins. ....	1.15	1.00	<i>Ilex howardi</i>			18 to 24 ins. ....	1.40	1.25
24 to 30 ins. ....	1.70	1.50	2 to 3 ft. ....	2.25	2.00	<i>Osmanthus aquifolium</i>		
30 to 36 ins. ....	2.25	2.00	3 to 4 ft. ....	3.25	3.00	18 to 24 ins. ....	1.50	1.25
<i>Euonymus patens</i>			4 to 5 ft. ....	4.25	4.00	<i>Osmanthus fortunei</i>		
18 to 24 ins. ....	1.20	1.00	5 to 6 ft. ....	5.25	5.00	18 to 24 ins. ....	1.50	1.25
2 to 3 ft. ....	1.75	1.50	<i>Ilex Reynolds</i>			24 to 30 ins. ....	1.75	1.50
3 to 4 ft. ....	2.25	2.00	2 to 3 ft. ....	2.25	2.00	<i>Photinia serrulata</i>		
<i>Euonymus radicans,</i>			3 to 4 ft. ....	3.25	3.00	18 to 24 ins. ....	1.20	1.00
several selected types			4 to 5 ft. ....	4.25	4.00	2 to 3 ft. ....	1.75	1.50
15 to 18 ins. ....	1.20	1.00	<i>Ilex Taber</i>			<i>Viburnum burkwoodi</i>		
18 to 24 ins. ....	1.50	1.25	3 to 4 ft. ....	3.25	3.00	18 to 24 ins. ....	1.50	1.25
24 to 30 ins. ....	1.75	1.50	4 to 5 ft. ....	4.25	4.00	24 to 30 ins. ....	1.75	1.50
30 to 36 ins. ....	2.25	2.00	5 to 6 ft. ....	5.25	5.00	30 to 36 ins. ....	2.25	2.00
<i>Ilex cassine angustifolia</i>			<i>Ilex vomitoria</i>			3 to 4 ft. ....	2.75	2.50
3 to 4 ft. ....	3.50	3.00	15 to 18 ins. ....	1.15	1.00	<i>Viburnum chenaulti</i>		
4 to 5 ft. ....	4.50	4.00	18 to 24 ins. ....	1.40	1.25	18 to 24 ins. ....	1.50	1.25
<i>Ilex cornuta burfordi</i>			24 to 30 ins. ....	1.75	1.50	24 to 30 ins. ....	1.75	1.50
15 to 18 ins. ....	1.20	1.00	30 to 36 ins. ....	2.25	2.00	30 to 36 ins. ....	2.25	2.00
18 to 24 ins. ....	1.50	1.25	<i>Ilex vomitoria Pride of Houston</i>			3 to 4 ft. ....	2.75	2.50
24 to 30 ins. ....	1.75	1.50	18 to 24 ins. ....	1.40	1.25	<i>Viburnum juddi</i>		
30 to 36 ins. ....	2.50	2.25	24 to 30 ins. ....	1.75	1.50	18 to 24 ins. ....	1.50	1.25
3 to 4 ft. ....	3.50	3.00	30 to 36 ins. ....	2.25	2.00	24 to 30 ins. ....	1.75	1.50
<i>Ilex cornuta femina</i>			<i>Ilex vomitoria, dwarf</i>			<i>Viburnum rhytidophyllum</i>		
15 to 18 ins. ....	1.20	1.00	12 to 15 ins. ....	1.50	1.25	18 to 24 ins. ....	1.75	1.50
18 to 24 ins. ....	1.50	1.25	<i>Jasmine, floridum</i>			24 to 30 ins. ....	2.00	1.75
24 to 30 ins. ....	1.75	1.50	15 to 18 ins. ....	1.20	1.00	30 to 36 ins. ....	2.50	2.25
30 to 36 ins. ....	2.50	2.25	18 to 24 ins. ....	1.50	1.25	3 to 4 ft. ....	3.25	3.00
<i>Ilex cornuta Hume</i>			2 to 3 ft. ....	1.75	1.50	4 to 5 ft. ....	4.50	4.00
15 to 18 ins. ....	1.50	1.25	<i>Laurel, Cherry</i>			<i>White Dogwood</i>		
18 to 24 ins. ....	1.75	1.50	2 to 3 ft. ....	1.50	1.25	2 to 3 ft. ....	1.20	1.00
24 to 30 ins. ....	2.25	2.00	3 to 4 ft. ....	1.75	1.50	3 to 4 ft. ....	1.75	1.50
30 to 36 ins. ....	2.75	2.50	4 to 5 ft. ....	2.50	2.25	4 to 5 ft. ....	2.25	2.00
<i>Ilex cornuta rotunda</i>			5 to 6 ft. ....	3.50	3.00	5 to 6 ft. ....	3.50	3.00
12 to 15 ins. ....	1.50	1.25	6 to 8 ft. ....	5.00	4.50	<i>White Dogwood (Cherokee Princess)</i>		
<i>Ilex crenata convexa</i>			<i>Laurel, English</i>			3 to 4 ft. ....	2.75	2.50
12 to 15 ins. ....	1.00	.80	15 to 18 ins. ....	1.25	1.00	4 to 5 ft. ....	3.75	3.50
15 to 18 ins. ....	1.25	1.00	18 to 24 ins. ....	1.50	1.25	<i>Pink Dogwood</i>		
18 to 24 ins. ....	1.75	1.50	2 to 3 ft. ....	1.75	1.50	2 to 3 ft. ....	1.75	1.50
24 to 30 ins. ....	2.25	2.00	<i>Laurel, Zabeli</i>			3 to 4 ft. ....	2.75	2.50
<i>Ilex crenata hetzi</i>			15 to 18 ins. ....	1.20	1.00	<i>Live Oak, B&amp;B</i>		
12 to 15 ins. ....	1.20	1.00	18 to 24 ins. ....	1.75	1.50	3 to 4 ft. ....	2.75	2.50
15 to 18 ins. ....	1.75	1.25	2 to 3 ft. ....	2.50	2.25	4 to 5 ft. ....	4.00	3.50
<i>Ilex crenata latifolia, pyramids</i>			<i>Ligustrum lucidum (Black Wax)</i>			5 to 6 ft. ....	5.50	5.00
18 to 24 ins. ....	1.75	1.50	18 to 24 ins. ....	1.20	1.00	<i>Silver Maple, B&amp;B</i>		
24 to 30 ins. ....	2.25	2.00	24 to 30 ins. ....	1.50	1.25	6 to 8 ft. ....	2.00	1.50
30 to 36 ins. ....	3.25	3.00	30 to 36 ins. ....	1.75	1.50	8 to 10 ft. ....	2.50	2.00
3 to 4 ft. ....	4.50	4.00	<i>Ligustrum lucidum Suwannee River</i>			10 to 12 ft. ....	3.00	2.50
			15 to 18 ins. ....	1.15	1.00			
			18 to 24 ins. ....	1.40	1.25			
			24 to 30 ins. ....	1.65	1.50			
			30 to 36 ins. ....	2.00	1.75			

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<b>Pieris</b>	<b>Cotoneaster</b>
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<b>Azalea</b>	<b>Viburnum</b>

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Nursery Price List  
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ard P. White, A. A. N. executive vice-president.

6 p. m.—Cocktail hour.

7 p. m.—Banquet, entertainment and dancing.

## TEXAS INSTITUTE

To meet numerous requests from members, the Texas Association of Nurserymen has planned and scheduled the first T. A. N. management institute for January 8 to 10 at Texas Technological College, Lubbock. This first institute is built around a "Salesense Program" to be conducted by O. C. Merrett, president of the Merrett training institute, Shreveport, La. Additional topics by personnel of Texas Tech will make a well-rounded program. This institute is open to all nurserymen. No social events have been planned. Accommodations have been obtained at the Plainsman hotel, Lubbock. Program details follow:

### JANUARY 8

1 p. m.—Registration, Plainsman hotel.

### JANUARY 9

8 a. m.—Address of welcome, by Dean Gerald W. Thomas, school of agriculture, Texas Tech College, Agriculture and Engineering Auditorium.

Response, by L. J. Hilscher, president, Texas Association of Nurserymen.

8:15 a. m.—Outline and purpose of institute, by F. S. Cornelius, Jr., chairman, market development, merchandising and publicity committee, Texas Association of Nurserymen.

8:30 a. m.—Phase I, management institute—"Salesense Program," by O. C. Merrett.

12 m.—Lunch at Student Union building.

1 p. m.—"Issuing Orders to a Foreman," by Dr. F. L. Mise, head, department of management, Texas Tech College, Student Union building.

2 p. m.—Phase II, institute of management—"Salesense Program," by O. C. Merrett, Agriculture and Engineering Auditorium.

### JANUARY 10

8:30 a. m.—Phase III, institute of management—"Salesense Program," by O. C. Merrett, Agriculture and Engineering Auditorium.

12 m.—Lunch at Student Union building.

1 p. m.—"Use of Insecticides and Fumigants," by Dr. Donald Ashdown, professor of entomology, Texas Tech College.

2 p. m.—"Employee Morale," by Charles Libby, director of building operations, Texas Tech College.

3 p. m.—"Activities of the Department of Horticulture and Park Management," by E. J. Urbanovsky, head of the department, Texas Tech College.

Adjournment.

## RHODE ISLAND DATE

February 15 has been set as the date for the annual meeting of the Rhode Island Nurserymen's Association, according to an announcement by Anthony Williams, secretary. The Sheraton-Biltmore hotel, Providence,

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	Per 10	Per 100	Per 1000
1-yr., 18 to 24 ins..	\$ 4.00	\$35.00	\$325.00
2-yr., 2 to 3 ft....	7.00	65.00	600.00
3 to 4 ft.....	10.00	85.00	750.00
4 to 5 ft., \$2.00 each.			

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**Taxus capitata**, 2-yr., S.  
**Taxus**, transplants, 2 to 4 yrs.  
**Boston Ivy**, 1-yr., S.  
**Red Barberry**, 2-yr., S.

Write for list.

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**Red Leaf Barberry - 18-24" Reg. 50¢ SPL. 30¢**

Ozark combines ideal growing conditions, 66 years experience, and the most ideal growing equipment to assure you the best in strong, vigorous, top quality plants.



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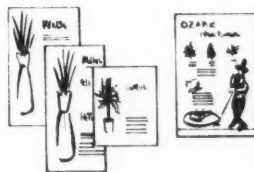
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## SCOTCH PINE

(*Pinus sylvestris*)

	Per 100	Per 1000
(2-0), 2-yr., S., 2 to 3 ins....	\$ 7.50	
(2-0), 2-yr., S., 4 to 6 ins....	2.50	15.00
(3-0), 3-yr., S., 7 to 14 ins....	3.75	25.00
(2-2), 4-yr., T., 8 to 15 ins....	6.75	45.00

## WHITE PINE

(*Pinus strobus*)

(2-0), 2-yr., S., 3 to 5 ins....	3.00	20.00
(3-0), 3-yr., S., 5 to 12 ins....	4.50	30.00
(4-0), 4-yr., S., 8 to 16 ins....	6.00	40.00
(2-2), 4-yr., T., 6 to 14 ins....	8.25	55.00

## COLORADO BLUE SPRUCE

(*Picea pungens*)

(2-0), 2-yr., S., 4 to 6 ins....	3.75	25.00
(3-0), 3-yr., S., 5 to 12 ins....	6.00	40.00
(4-0), 4-yr., S., 8 to 15 ins....	8.25	55.00
(2-2), 4-yr., T., 5 to 10 ins....	12.00	80.00
(2-3), 5-yr., T., 8 to 15 ins....	17.50	125.00

## NORWAY SPRUCE

(*Picea abies*)

	Per 100	Per 1000
(2-0), 2-yr., S., 4 to 8 ins....	\$ 3.00	20.00
(3-0), 3-yr., S., 6 to 14 ins....	4.50	30.00
(4-0), 4-yr., S., 10 to 15 ins....	6.75	45.00
(2-2), 4-yr., T., 8 to 15 ins....	9.00	60.00
(2-3), 5-yr., T., 12 to 20 ins....	12.00	80.00

## DOUGLAS FIR

(*Pseudotsuga taxifolia*)

(2-0), 2-yr., S., 4 to 7 ins....	3.75	25.00
(3-0), 3-yr., S., 5 to 12 ins....	6.00	40.00
(4-0), 4-yr., S., 8 to 14 ins....	7.50	50.00
(2-2), 4-yr., T., 5 to 10 ins....	9.75	65.00

## BALSAM FIR

(*Abies balsamea*)

(2-3), 5-yr., T., 5 to 12 ins....	15.00	90.00
(2-3-2) 7-yr., T., 10 to 18 ins....	18.00	120.00

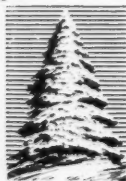
## CANADIAN HEMLOCK

(*Tsuga canadensis*)

(2-2), 4-yr., T., 5 to 12 ins....	15.00	90.00
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8 to 10 ft., 3/4 to 1-in. cal....	\$3.00
10 to 12 ft., 1 1/2 to 2 1/2-in. cal.	3.50
12 to 15 ft., 2 to 3 1/2-in. cal....	4.00

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R. I., will be headquarters for the meeting.

## IOWA CONVENTION

The program was recently announced for the Iowa Nurserymen's Association's annual convention to be held January 12 to 14 at the Hotel Sheraton-Montrose, Cedar Rapids, Ia.

Ladies will join their husbands January 12 for dinner at Sokol Hall, where they will be entertained by the Sokols in their native costumes. Also scheduled for the ladies is a brunch at 11 a. m. January 13, at the hotel, including a demonstration on wrapping packages, "Pretty Packages for Every Gift," and a program, "Fashion Trends in the Home," at 1:30 p. m. They will join their husbands again that evening for the Mount Arbor social hour.

The complete program follows:

### JANUARY 12

- 9 a. m.—Registration.
- 10 a. m.—Board of directors' meeting.
- 1 p. m.—Welcome, by Robert Caldwell, executive vice-president, Cedar Rapids chamber of commerce.
- 1:30 p. m.—Committee reports.
- 2 p. m.—Report on the advanced nursery management conference at Minnowbrook sponsored by the American Association of Nurserymen, by George Rose, Henry Field Seed & Nursery Co., Shendadoah, Ia.
- 2:30 p. m.—"A. A. N. Notes," by Dr. Richard P. White, executive vice-president, A. A. N., Washington, D. C.
- 3 p. m.—"Market Development and Publicity Report," by Howard P. Quadland, public information service, A. A. N., New York, N. Y.
- 3:30 p. m.—Reports by state delegates Dwight Hughes, Robert W. Ferguson, Charles Meyers and Lee Haynie.
- 4 p. m.—A. A. N. chapter 10 meeting: election of delegates to A. A. N. convention at Washington, D. C.
- 6:30 p. m.—Dinner, Sokol Hall.

### JANUARY 13

- 9 a. m.—Nurserymen's clinic, with C. C. Smith, Sherman Nursery Co., Charles City; Dean Platt, Platt's Nursery, Waterloo, and William Heard, Heard Gardens, Des Moines.
- 10:30 a. m.—"Our Changing Industrial Economy," by E. B. Storey, director of Iowa development commission.
- 11 a. m.—"Modern Profits Demand Modern Merchandising," by Paul E. Haffey, vice-president in charge of sales, McHutchison & Co., Ridgefield, N. J.
- 12 m.—Lunch. Speaker from Collins Radio Corp., Cedar Rapids.
- 1:30 p. m.—"The Operation of a Modern Garden Center," by Willard M. Bond, Nursery Sales Agency, Weymouth, Mass.
- 3:30 p. m.—Annual business meeting. Reports of auditing, necrology and nominating committees.
- 5 p. m.—Mount Arbor social hour.
- 6:30 p. m.—Annual banquet. Speaker, Emmett F. Butler, director of public and employee relations, the Maytag Co., Newton, Ia.
- JANUARY 14
- 7:30 a. m.—Breakfast.
- 9 a. m.—"To Be Always on the Grow,"

# FIELD-GROWN LINING-OUT STOCK

Transplanted stock grown in open field beds.

	Each 700 rate	Each 1000 rate		Each 100 rate	Each 1000 rate		Each 100 rate	Each 1000 rate
<b>Abies concolor</b> (Concolor Fir)			<b>Ilex crenata helleri</b> , very dwarf			<b>Pyraecanthus cocc. islandi</b> (Fire Thorn)		
4 to 6 ins., 4-yr., T. ....	\$0.30	\$0.20	4 to 6 ins., 3-yr., T. ....	\$0.38	...	4 to 6 ins., 2-yr., T. ....	\$0.28	\$0.25
6 to 8 ins., 5-yr., T. ....	.35	.25	6 to 8 ins., 4-yr., T. ....	.45	...	6 to 8 ins., 2-yr., T. ....	.32	.30
10 to 15 ins., 5-yr., T. ....	.45	.38	8 to 10 ins., 4-yr., T. ....	.75	...	8 to 10 ins., 2-yr., T. ....	.38	.35
<b>Azalea kaempferi</b> (Flame Azalea)			10 to 12 ins., 5-yr., T. ....	.90	...	10 to 12 ins., 3-yr., T. ....	.40	.38
3 to 6 ins., 2-yr., T. ....	.25	.22	<b>Ilex rotundifolia</b> (Round-leaved Holly)			12 to 18 ins., 3-yr., T. ....	.50	.45
6 to 8 ins., 3-yr., T. ....	.30	.28	8 to 10 ins., 2-yr., T. ....	.35	\$0.30	<b>Quercus palustris</b> (Pin oak)		
<b>Azalea Ghent Hybrid</b> , mixed pastels			10 to 12 ins., 3-yr., T. ....	.40	.35	4 to 6 ins., 1-yr., S. ....	.10	.08
2 to 4 ins., 2-yr., T. ....	.20	.18	12 to 15 ins., 4-yr., T. ....	.50	.45	<b>Rhododendron Hybrid</b> , seed; from red stock		
4 to 6 ins., 2-yr., T. ....	.25	.22	12 to 15 ins., 5-yr., T. heavy	.65	.60	3 to 5 ins., 3-yr., T. ....	.35	.32
<b>Azalea mollis</b> (Chinese Azalea)			15 to 18 ins., 6-yr., T. field	1.00	.90	4 to 6 ins., 4-yr., T. ....	.45	.42
2 to 4 ins., 2-yr., T. ....	.12	.10	<b>Juniper Andorra</b> (Purple Andorra)			5 to 8 ins., 4-yr., T. ....	.55	.48
3 to 5 ins., 3-yr., T. ....	.20	.18	4 to 6 ins., 1-yr., T. ....	.22	.20	8 to 10 ins., 4-yr., T. ....	.85	...
5 to 8 ins., 3-yr., T. field	.25	.22	6 to 8 ins., 1-yr., T. ....	.28	.25	10 to 12 ins., 5-yr., T. ....	1.00	...
<b>Azalea mucronulatum</b> , lavender			8 to 10 ins., 3-yr., T. ....	.40	.38	12 to 18 ins., 5-yr., T. ....	1.50	...
1 to 3 ins., 1-yr., T. ....	.25	.20	10 to 15 ins., 3-yr., T. ....	.50	.45	<b>Rhododendron catawbiense</b> , rosy-purple		
4 to 6 ins., 2-yr., T. ....	.30	.25	<b>Juniper Canadensis aurea</b> (Golden Canadian Juniper)			6 to 8 ins., ....	.55	.45
6 to 8 ins., 3-yr., T. ....	.35	.30	4 to 6 ins., 2-yr., T. ....	.25	...	8 to 10 ins., ....	.65	.60
<b>Azalea poukhanensis</b>			6 to 8 ins., 2-yr., T. ....	.35	...	<b>Scotch Pine</b> (Pinus sylvestris)		
2 to 3 ins., 2-yr., T. ....	.22	.20	<b>Juniper glauca hetzi</b> (Hetz Juniper)			8 to 14 ins., 4-yr., T. ....	.15	.05
3 to 4 ins., 3-yr., T. ....	.30	.28	4 to 6 ins., 2-yr., T. ....	.20	.18	10 to 15 ins., 4-yr., T. ....	.15	.06
<b>Azalea schlippenbachii</b> (Royal Azalea)			6 to 10 ins., 2-yr., T. ....	.25	.22	(Order minimum, 500 at 1000 rate.)		
1-yr., T. bedded	.18	.15	8 to 10 ins., 2-yr., T. ....	.32	.28	<b>Taxus capitata</b> (Upright Jap. Yew)		
2 to 3 ins., 2-yr., T. ....	.22	.20	10 to 15 ins., 2-yr., T. ....	.35	.30	Seedlings		
3 to 6 ins., 3-yr., T. ....	.30	.28	12 to 15 ins., 3-yr., T. etbk.	.45	.42	2 to 3 ins., 2-yr., S. ....	.05	.04
<b>Buxus sempervirens helleri</b> (Weller's Hardy Boxwood)			12 to 18 ins., 4-yr., T. etbk.	.55	.50	3 to 4 ins., 3-yr., S. ....	.07	.06
4 to 6 ins., 2-yr., T. ....	.25	.22	<b>Juniper hibernica fastigiata</b> (Compact Irish Juniper)			4 to 6 ins., 3-yr., S. ....	.09	.07
6 to 8 ins., 2-yr., T. ....	.30	.28	4 to 8 ins., 2-yr., T. ....	.20	.18	6 to 8 ins., 4-yr., S. ....	.15	.12
8 to 10 ins., 3-yr., T. ....	.35	.32	8 to 10 ins., 2-yr., T. ....	.25	.22	8 to 10 ins., 4-yr., S. ....	.18	.16
10 to 12 ins., 3-yr., T. ....	.40	.38	10 to 12 ins., 2-yr., T. ....	.35	.30	10 to 12 ins., 4-yr., S. ....	.22	.19
12 to 15 ins., 3-yr., T. ....	.50	.45	12 to 15 ins., 3-yr., T. ....	.45	.40	<b>Taxus capitata</b> (Upright Jap. Yew) Transplants		
<b>Chamaecyparis filifera aurea</b> (Golden Thread Cypress)			12 to 18 ins., 4-yr., T. etbk.	.55	.50	4 to 6 ins., 3-yr., T. ....	.28	.25
3 to 4 ins., 2-yr., T. ....	.25	.22	<b>Juniper horizontalis glauca</b>			6 to 8 ins., 3-yr., T. ....	.30	.25
4 to 6 ins., 2-yr., T. ....	.28	.25	6 to 8 ins., 2-yr., T. ....	.35	.32	8 to 10 ins., 3-yr., T. ....	.35	.32
<b>Chamaecyparis lawsoniana allumi</b> (Blue Cypress)			8 to 10 ins., 2-yr., T. ....	.40	...	8 to 10 ins., 3-yr., T. ....	.45	.40
4 to 6 ins., 2-yr., T. ....	.22	.18	10 to 15 ins., 3-yr., T. ....	.50	...	10 to 12 ins., 6-yr., T. etbk.	.75	.65
6 to 10 ins., 2-yr., T. ....	.30	.28	<b>Juniper chinensis pfitzeriana</b>			12 to 15 ins., 6-yr., T. etbk.	.90	.80
10 to 12 ins., 2-yr., T. ....	.45	.40	4 to 6 ins., 2-yr., T. ....	.28	.25	<b>Taxus cuspidata</b> (Spreading Yew)		
12 to 15 ins., 3-yr., T. ....	.50	.45	6 to 8 ins., 2-yr., T. ....	.32	.30	4 to 6 ins., 2-yr., T. beds	.20	.18
<b>Chamaecyparis plumosa aurea</b> (Golden Plumed Cypress)			8 to 10 ins., 2-yr., T. ....	.45	...	6 to 8 ins., 2-yr., T. beds	.25	.22
4 to 6 ins., 2-yr., T. ....	.22	.18	10 to 12 ins., 3-yr., T. ....	.55	...	6 to 8 ins., 2-yr., T. etbk.	.30	.28
6 to 8 ins., 2-yr., T. ....	.30	.28	12 to 15 ins., 4-yr., T. ....	.60	.55	8 to 10 ins., 2-yr., T. etbk.	.40	.38
8 to 10 ins., 3-yr., T. ....	.35	.30	<b>Juniper pfitzeriana aurea</b>			10 to 12 ins., 3-yr., T. etbk.	.45	.40
10 to 15 ins., 3-yr., T. ....	.45	.40	4 to 6 ins., 2-yr., T. ....	.28	.25	10 to 15 ins., 4-yr., T. etbk.	.65	.55
<b>Colorado Blue Spruce</b> (Picea pungens)			6 to 8 ins., 2-yr., T. ....	.35	.32	<b>Taxus media brownii</b>		
4 to 6 ins., 2-yr., T. ....	.18	.15	8 to 10 ins., 2-yr., T. ....	.40	.38	4 to 6 ins., 2-yr., T. beds	.22	.20
6 to 8 ins., 4-yr., T. ....	.22	.18	10 to 12 ins., 2-yr., T. ....	.50	.45	6 to 8 ins., 2-yr., T. beds	.28	.25
8 to 10 ins., 5-yr., T. ....	.28	.25	12 to 15 ins., 3-yr., T. ....	.60	.55	8 to 10 ins., 3-yr., T. ....	.45	.40
10 to 12 ins., 5-yr., T. ....	.35	.30	<b>Juniper stricta</b> (Spiny Greek)			10 to 12 ins., 4-yr., T. ....	.55	...
12 to 15 ins., 6-yr., T. ....	.40	.35	4 to 6 ins., 2-yr., T. ....	.35	...	10 to 15 ins., 5-yr., T. fld.	.65	...
15 to 18 ins., 7-yr., T. ....	.45	.40	6 to 8 ins., 2-yr., T. ....	.40	...	<b>Taxus media hicksii</b> (Hicks' Yew)		
<b>Douglas Fir</b> (Pseudotsuga douglasii)			8 to 10 ins., 2-yr., T. ....	.48	...	4 to 6 ins., 2-yr., T. ....	.20	.18
4 to 6 ins., 4-yr., T. ....	.25	.18	10 to 15 ins., 3-yr., T. ....	.55	...	6 to 8 ins., 2-yr., T. ....	.25	.22
6 to 8 ins., 4-yr., T. ....	.30	.20	<b>Juniper squamata meyeri</b> (Blue Meyer)			8 to 10 ins., 2-yr., T. ....	.35	.30
8 to 10 ins., 5-yr., T. ....	.35	.25	4 to 6 ins., 2-yr., T. ....	.32	...	10 to 12 ins., 3-yr., T. ....	.45	.40
10 to 15 ins., 5-yr., T. ....	.45	.38	6 to 10 ins., 3-yr., T. ....	.40	...	12 to 15 ins., 4-yr., T. ....	.55	.48
<b>Euonymus alatus</b> (Winged Euonymus)			10 to 12 ins., 4-yr., T. ....	.48	...	<b>Thuja occidentalis</b> (American Arborvitae)		
6 to 10 ins., 2-yr., T. ....	.20	.18	12 to 15 ins., 5-yr., T. ....	.55	...	2 to 4 ins., 3-yr., S. ....	.08	.06
10 to 12 ins., 3-yr., T. ....	.25	.20	<b>Leucothoe catesbaei</b> (Drooping Andromeda)			4 to 8 ins., 3-yr., S. ....	.10	.08
12 to 18 ins., 4-yr., T. ....	.35	.32	3 to 4 ins., 1-yr., T. ....	.18	.16	8 to 10 ins., 4-yr., S. ....	.15	.12
<b>Euonymus fortunei coloratus</b> (Prostrate Evergreen Creeper)			4 to 6 ins., 2-yr., T. ....	.22	.20	10 to 15 ins., 4-yr., S. ....	.20	.18
Low growing			6 to 8 ins., 2-yr., T. ....	.25	.22	<b>Thuja occidentalis douglasii aurea</b> (Golden Douglas Arborvitae)		
4 to 8 ins., 1-yr., T. ....	.18	.16	8 to 10 ins., 3-yr., T. ....	.35	.30	8 to 10 ins., 3-yr., T. ....	.45	...
8 to 12 ins., 2-yr., T. ....	.28	.25	10 to 12 ins., 3-yr., T. ....	.45	.42	10 to 12 ins., 3-yr., T. ....	.55	...
10 to 15 ins., 2-yr., T. ....	.32	.30	12 to 15 ins., 3-yr., T. ....	.55	...	12 to 15 ins., 4-yr., T. ....	.65	...
<b>Euonymus fortunei erectus</b> (Evergreen Hic-leaved Winter-Creeper)			<b>Liquidambar styraciflua</b> (Sweet Gum)			<b>Thuja occidentalis elegantissima lutea</b> (Golden Tipped Arborvitae)		
4 to 8 ins., 1-yr., T. ....	.18	.16	6 to 12 ins., 2-yr., field	.06	.05	8 to 10 ins., 3-yr., T. ....	.35	.32
8 to 12 ins., 2-yr., T. ....	.25	.22	12 to 18 ins., 2-yr., field	.08	.06	10 to 12 ins., 3-yr., T. ....	.40	.38
12 to 18 ins., 3-yr., T. ....	.35	.30	18 to 24 ins., 3-yr., field	.10	.08	12 to 15 ins., 4-yr., T. ....	.50	.48
<b>Euonymus radicans vegetus</b> (Evergreen Winter-Creeper)			2 to 3 ft., 3-yr., field	.12	.10	15 to 24 ins., 4-yr., T. ....	.65	...
3 to 4 ins., 1-yr., T. beds	.15	.12	<b>Mahonia aquifolium</b> (Oregon Grape Holly)			<b>Thuja occidentalis globosa</b> , Woodward's		
4 to 8 ins., 1-yr., T. beds	.20	.18	2 to 4 ins., 2-yr., T. ....	.06	.05	8 to 10 ins., 2-yr., T. ....	.30	.28
8 to 10 ins., 2-yr., T. ....	.35	.30	4 to 6 ins., 2-yr., T. ....	.09	.07	10 to 12 ins., 3-yr., T. ....	.40	.38
10 to 12 ins., 3-yr., T. ....	.45	.40	6 to 8 ins., 3-yr., T. ....	.12	.10	12 to 15 ins., 4-yr., T. ....	.50	.45
12 to 15 ins., 4-yr., T. ....	.55	.50	8 to 10 ins., 4-yr., T. ....	.15	.06	<b>Thuja occidentalis pyramidalis</b> (Pyramidal Arborvitae)		
<b>Ilex crenata</b> (Pyramidal Japanese Holly)			10 to 12 ins., 4-yr., T. ....	.20	.12	8 to 10 ins., 2-yr., T. ....	.38	.35
3 to 10 ins., 2-yr., T. ....	.35	.32	12 to 15 ins., 5-yr., T. ....	.25	.18	10 to 12 ins., 3-yr., T. ....	.45	.42
10 to 12 ins., 3-yr., T. ....	.40	.38	<b>Pieris japonica</b> (Japanese Andromeda)			12 to 15 ins., 3-yr., T. ....	.55	.50
12 to 15 ins., 3-yr., T. ....	.45	.42	1 to 3 ins., 1-yr., T. ....	.20	.18	15 to 18 ins., 4-yr., T. ....	.65	.55
15 to 18 ins., 4-yr., T. ....	.55	.50	3 to 4 ins., 2-yr., T. ....	.28	.25	18 to 24 ins., 5-yr., T. ....	.75	...
<b>Ilex crenata convexa</b> (Bullata)			4 to 6 ins., 3-yr., T. ....	.35	.30	<b>Tsuga canadensis</b> (Hemlock)		
8 to 10 ins., 2-yr., T. ....	.38	.35	6 to 8 ins., 4-yr., T. ....	.45	.42	6 to 8 ins., 3-yr., T. ....	.35	.32
10 to 12 ins., 2-yr., T. ....	.48	.45	8 to 10 ins., 4-yr., T. ....	.55	.50	8 to 10 ins., 4-yr., T. ....	.40	.35
12 to 15 ins., 3-yr., T. ....	.65	.55	10 to 12 ins., 5-yr., T. ....	.65	.60	10 to 15 ins., 4-yr., T. ....	.55	.50
12 to 18 ins., 5-yr., field	1.00	.90	<b>Austrian Pine</b> (Pinus nigra)			<b>Viburnum opulus nana</b> , dwarf		
<b>Ilex crenata hetzi</b> large glossy leaf			6 to 8 ins., 3-yr., S. ....	.12	.02½	4 to 6 ins., 2-yr., T. ....	.25	.20
6 to 8 ins., 2-yr., T. ....	.30	.28	8 to 10 ins., 3-yr., S. ....	.15	.03½	6 to 8 ins., 4-yr., T. ....	.45	...
8 to 10 ins., 2-yr., T. ....	.40	.38	10 to 15 ins., 4-yr., S. ....	.20	.04	<b>White Spruce</b> (Picea alba)		
10 to 12 ins., 3-yr., T. ....	.45	.42	(Order minimum, 500 at 1000 rate.)			6 to 10 ins., 5-yr., T. ....	.20	.10
12 to 15 ins., 4-yr., T. ....	.60	.55	<b>Pinus mugo</b> , Tyrolean-Swiss			10 to 12 ins., 5-yr., T. ....	.25	.15
			2 to 3 ins., 3-yr., S. ....	.10	.09	12 to 18 ins., 5-yr., T. ....	.38	.18
			3 to 4 ins., 3-yr., S. ....	.15	.12			
			4 to 6 ins., 3-yr., S. ....	.18	.16			

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Norway Red Pine, 3-yr. seedlings (3-0), 4 to 8 in. ....	25.00
Scotch Pine (Austrian Hill), 3-yr. seedlings (3-0), 10 to 15 in. ....	25.00
Scotch Pine (North American), 3-yr. seedlings (3-0), 8 to 12 in. ....	20.00
Scotch Pine (Spanish), 3-yr. seedlings (3-0), 6 to 12 in. ....	25.00
White Pine, 3-yr. seedlings (3-0), 5 to 10 in. ....	30.00
Colorado Blue Spruce, 3-yr. seedlings (3-0), 5 to 10 in. ....	40.00
Norway Spruce, 3-yr. seedlings (3-0), 3 to 5 in. ....	25.00
White Spruce, 3-yr. seedlings (3-0), 4 to 8 in. ....	25.00
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10:15 a. m.—“Do We Really Educate Young People for the Nursery Business?” by Donald P. Watson, professor of ornamental horticulture, Michigan State University, East Lansing, Mich.

11:15 a. m.—News from the horticulture department at Iowa State University, Ames, Ia.

“The Trueness-to-Name Program after 10 Years,” by Edward Cott.

“The 1961 Lawn Program,” by Eliot Roberts.

“Shade Trees and Their Evaluation,” by Dr. John P. Mahlstede, Iowa State University, Ames.

12:30 p. m.—Adjournment.

## ARBORISTS' DETAILS

Dr. A. M. S. Pridham, professor of ornamental horticulture, Cornell University, Ithaca, N. Y., has released the program for the New York State Arborists Association's annual meeting January 15 to 17, with headquarters at Cornell University.

After registration at 6 p. m. January 15 in the exhibit room in the Alice Statler Auditorium, an executive meeting will be held in the Wilcox room of Statler Hall.

Details of subsequent activities follow:

### JANUARY 16

Chairman, T. Freeman Parr.

9 a. m.—Welcome, by W. Keith Kennedy, director of research, Cornell University agricultural experiment station, Ithaca, N. Y.

9:15 a. m.—“Cost Accounting for Arborists,” by Dana Goodrich, department of agricultural economics.

10 a. m.—“Weed Control in Nursery Ornamental Plantings,” by John F. Cornman and Dr. A. M. S. Pridham, both professors of ornamental horticulture at New York state college of agriculture, Cornell University.

10:45 a. m.—Tree symposium, with Frank Karpick, chairman.

“Trees as We Have Them,” by Howard C. Miller and Raymond Hirt, college of forestry, Syracuse University, Syracuse.

“Trees of Tomorrow,” by Carl Schiff, department of parks, New York city.

“New Trees in the Nursery,” by William Flemer, Jr., Princeton Nurseries, Princeton, N. Y.

11:45 a. m.—Discussion and questions.

12 m.—Lunch.

“Recent Developments at Cornell,” by Dr. John Seeley, department of floriculture at Cornell.

1:30 p. m.—“How You Can Sell More,” by John Heron, regional sales manager, Dale Carnegie Associates.

2:30 p. m.—Annual meeting of New York State Arborists Association, with Malcolm Milne, president, presiding.

4:30 p. m.—Russian film on insects, with Dr. John A. Weidhaas, department of entomology, Cornell University, moderating and translating.

6 p. m.—Social hour.

7 p. m.—Annual banquet.

“Legal Aspects of Shade Trees,” by Edward T. Simoneau, Marlborough, Mass.

### JANUARY 17

Chairman, George Calloway.

9 a. m.—“Maple Disease Survey,” by Craig R. Hibben, graduate student, de-

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Once you use a MENNE PEAT POT you'll never buy anything else. These top-quality domestic made peat pots save you labor of transplanting to field or bench. No labor and time wasted in storing pots. MENNE PEAT POTS also eliminate transplant shock and promote faster, stronger growth. You're sure to get top prices and more satisfied customers. For bigger profits next season, order your MENNE PEAT POTS today!

<b>1 1/4" Square</b>	<b>2 1/4" Square</b>	<b>3" Square</b>
2,500 to 17,500 .... \$6.90 per M	2,000 to 18,000 .... \$10.50 per M	1,000 to 9,000 .... \$17.25 per M
20,000 to 72,500 .... 6.40 per M	20,000 to 74,000 .... 9.75 per M	10,000 to 49,000 .... 16.00 per M
75,000 and up ..... 5.90 per M	76,000 and up ..... 9.00 per M	50,000 and up ..... 14.75 per M
2,500 per case—30 lbs.	2,000 per case—30 lbs.	1,000 per case—30 lbs.
<b>2 1/4" Round</b>	<b>3" Round</b>	<b>4" Round</b>
2,000 to 18,000 .... \$7.75 per M	1,000 to 9,000 .... \$13.75 per M	500 to 2,000 .... \$28.75 per M
20,000 to 74,000 .... 7.25 per M	10,000 to 49,000 .... 12.75 per M	2,500 to 9,500 .... 26.25 per M
76,000 and up ..... 6.75 per M	50,000 and up ..... 11.50 per M	10,000 and up ..... 24.75 per M
2,000 per case—32 lbs.	1,000 per case—28 lbs.	500 per case—30 lbs.
<b>4" Azalea</b>	<b>Freight Allowed</b>	
500 to 2,000 .... \$28.75 per M	on 150 Lbs. or More	
2,500 to 9,500 .... 26.25 per M	Also available in the above sizes—	
10,000 and up ..... 24.75 per M	THINLINE weight—10-30% less	
500 per case—28 lbs.	in price.	

Distributorships open in Southern States

**MENNE-POTS**  
NORTH TONAWANDA, N. Y. NX 3-4444

### **Size #0 & 0 1/2**



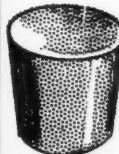
Mum and Carnation cuttings; 1-year perennial seedlings; bulbs; small broadleaves and evergreens.

### **Size #1**



Field growing perennials, evergreens and broadleaf for garden store sales.

### **Size #2**



Roses, small shrubs; such as Potentilla, Spiraea, Anthony Waterer, etc.

### **Size #3**



2 to 3' and 3 to 4' shrubs, field clumps of Peonies, Delphinium, Mums, etc.

### **Size #4**



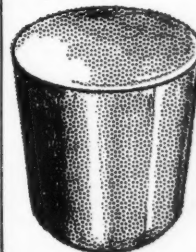
Specimen shrubs; such as hybrid Lilacs, Flowering Crabs, Purple Plums, fruit trees.

### **Size #5**



Large flowering crabs, mountain ash, crimson kings, etc.

### **Size - PAN**



Field mums, bleeding hearts, and other perennials.

## **MENNE-POTS INC., N. TONAWANDA, N. Y.**


Please send me complete sample set of Menne-Pots and Menne Peat Pots. I enclose \$1.50

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City ..... Zone ..... State .....



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WHITNEY 6-4500

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QUALITY  
JAPANESE YEW  
IN  
GOOD SUPPLY**



## LINING-OUT STOCK

In Wide Assortment

Acer atropurpureum Bloodgood, Azaleas, Berberis, Cornus florida rubra, Evergreens, Ilex, Magnolias, Hybrid Rhododendrons, Taxus, in variety, etc., in 1, 2 and 3-yr. transplants at competitive prices. Write for list on business stationery.

## DEERFIELD NURSERIES

Deerfield, N. J.

## EVERGREENS

300 acres of choice Evergreens  
ready for immediate resale  
Write for list.

## GARDNER'S NURSERIES, Inc.

ROCKY HILL, CONN.

## SEEDLINGS AND TRANSPLANTS

Pines, Spruces, Firs, Hemlocks, etc.  
Write for new price list.

### PINE GROVE NURSERY

R. D. No. 3 Clearfield, Pa.

## QUALITY STOCK GROWN BY JS

Roses, Azaleas, Evergreens, California Privet, Green Barberry, Red Barberry (fine strain).

Seedlings and transplants.

### DANEGGER'S HI-WAY NURSERY, INC.

P. O. Box 336 MILFORD, DEL.

partment of plant pathology, Cornell University.

9:15 a. m.—"Recommendations of 1961," by Dr. Donald S. Welch, department of plant pathology, Cornell University.

10 a. m.—Discussion.

10:15 a. m.—"Locust Borer Control," by Gordon Nielsen, graduate student, department of plant pathology, Cornell.

10:30 a. m.—"Insecticide Recommendations for 1961," by Dr. John A. Weidhaas.

11:30 a. m.—"The Need for Continued Research in Arboriculture," by Edward Duda, entomologist and acting director of the Bartlett Tree Research Laboratory, Stamford, Conn.

12 m.—Lunch.

"A Training Program for Arborists," by Prof. Gordon S. King, department of entomology and plant pathology, University of Massachusetts, Amherst.

1 p. m.—"Woodchips and Tips," question-and-answer round table, with Ted Collins, chairman.

2:30 p. m.—Adjournment.

## OHIO SHORT COURSE

The Ohio short course, devoting one day each to topics of special interest to arborists, landscape gardeners, garden center operators and nurserymen, is scheduled this year for January 17 to 20 at the Neil House, Columbus, O. Cosponsored by Ohio State University, the Ohio Nurserymen's Association and the Ohio chapter of the National Shade Tree Conference, the short course program will include the annual meetings of the O. N. A., the N. S. T. C. chapter and the Ohio chapter of the American Association of Nurserymen. Sessions are scheduled as follows:

### JANUARY 17

#### ARBORISTS' DAY

Moderator, Dr. L. C. Chadwick, department of horticulture and forestry, Ohio State University.

10 a. m.—"Modern Business Management for the Arborist," by Freeman L. Parr, Parr & Hanson, Inc., Hicksville, N. Y.

10:45 a. m.—"Trees and Water," by Dr. D. C. Kiplinger, department of horticulture, O. S. U.

12 m.—Lunch and business meeting, Ohio chapter, National Shade Tree Conference.

2:15 p. m.—"Verticillium Wilt of Ornamental Plants, Up-to-Date," by Dr. J. C. Carter, Illinois Natural History Survey, Urbana.

3:15 p. m.—"Borer Control Experiments," by Dr. Ralph Neiswander, Ohio agricultural experiment station, Wooster.

4 p. m.—"Troublesome Insects and diseases"—forum discussion, with Dr. George Bart, Ohio agricultural experiment station; Dr. J. C. Carter; Dr. David Donlay, United States forestry service, Delaware, O.; Dr. Ralph Neiswander; Dr. Roger V. Swingle, United States Department of Agriculture tree and ornamental plants laboratory, Delaware, O., and Dr. Russell R. Whitten, chief, division of forest insects, United States forest service, Delaware.

6:30 p. m.—Dinner.

"Scandinavian Plants and Gardens" (il-

## THE NEW TAXUS ANTHONY WAYNE

(Plant Patent No. 1617)

Well-established rooted cuttings from 2 1/4-in. pots, 6 to 8 ins., 50c.

2-yr., bedded transplants, 75c.

SEE OUR COLORED INSERT IN THE OCTOBER 1 ISSUE OF AMERICAN NURSERYMAN.

A complete list of lining-out stock on request.

## HESS' NURSERIES

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## LINERS

Taxus, 1 and 2-yr.; Hydrangea Hills of Snow, Cydonia japonica, Red-leaved Barberry, Forsythia Spring Glory, etc.

### BROUWER'S NURSERIES

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## GROWER OF ORNAMENTAL EVERGREENS

Taxus, Azaleas, Ilex, Magnolias, Pyracantha, Boxwood, Pieris, Viburnum, Flowering Crab Apple, Flowering Cherry, etc.

Price list sent on request.

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## SHEPARD NURSERIES

Growers and Distributors of

## ORNAMENTAL NURSERY STOCK

Truckloads only, no boxing.

60 acres growing. Skaneateles, N. Y.

## DECIDUOUS AND EVERGREEN TREES AND SHRUBS

Outstanding assortment.

Write for Wholesale Price List.

### LOVETT'S NURSERY, INC.

LITTLE SILVER, N. J.



*See You in Chicago*

**HEADQUARTERS FOR  
LINING-OUT and FINISHED STOCK**

Flowering Shrubs

Ornamental Trees

Shade Trees

Vines and Creepers

Nut Trees

Fruit Trees

Broad-Leaved Evergreens

Coniferous Evergreens

**Also**

Individually Root-Wrapped Shrubs and Trees

Container-Grown Plants

Landscape-Size Specimen Plants, Assorted

Special Row-Run Offer on Shrubs and Trees

*Please refer to our ad in the November 15, 1960,  
issue for some of the items listed in our fall list.*

**Our new descriptive Wholesale Spring Catalog  
will be ready for mailing soon.**

**IF NOT ON OUR MAILING LIST WRITE TODAY.**

**FOREST NURSERY CO., INC.**  
**McMinnville, Tenn.**

Phone: 2133

CONVENTION REPRESENTATIVES

L. N. Cox

Charles Keel

Hiram Stubblefield

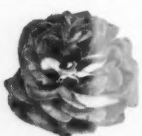
Lowell Barnes



**1961**  
**"Best Sellers"**  
 These 3 New  
**Star**  
 Garden Roses

### SIMONE...New, Different, Intriguing

Meet Simone... the newest and best yet of the lavender roses. Tremendous 6-inch blooms of cool, clear orchid-like color make Simone a "must" rose for every rose lover. Buds usually coming singly on the stem. Bush grows to medium height with fine glossy foliage. H.T. (Mallerin.) Pl. Pat. 1847.



#### SUSPENSE

Winner of "The Most Beautiful Rose of France" Award for 1960. Here's a rose so new, so magnificent that it's destined to become a favorite. Giant blooms (up to 6 inches across) of rich red plush underlaid with soft, chamomile-skin textured yellow can only be admired in astonishment. Suspense is a tall, vigorous grower with rich foliage and strong stems. H.T. (Meiland.) Pl. Pat. 1944.

Also new from Star Roses: Fascinating—Bi-Color H.T.; Vassar Centennial—Peach H.T.; and Polka—Double Pink Floribunda. Send direct to Conard-Pyle for 27" x 30" wall poster showing 16 Roses of Distinction in "Living Color."

ORDER FROM YOUR GROWER or write to:  
 GROWERS OF THE FAMOUS STAR ROSES



#### INVITATION

A rose like Invitation comes along but rarely. When it does, it is an invitation for all to see, to admire, and to own. Invitation has large, robust blooms (up to 5 inches across) of rich, salmon-orange. The plant is beautifully compact and bushy. Add to this a lingering, spicy fragrance and you have a best seller. H.T. (Swim.) Pl. Pat. App. for.



*The Conard-Pyle Co.*

WEST GROVE 220, PA.

### JAPANESE RED BARBERRY

	Per 100	Per 1000	Per 5000
2-yr., S., 6 to 9 ins. ....	\$ 6.00	\$ 50.00	\$200.00
2-yr., S., 9 to 12 ins. ....	8.00	70.00	300.00
2-yr., S., 12 to 18 ins. ....	10.00	90.00	400.00
2-yr., S., 18 to 24 ins. ....	15.00	125.00	575.00
3-yr., T., lightweight, 12 to 18 ins. ....	20.00	175.00	.....
3-yr., T., lightweight, 18 to 24 ins. ....	27.50	240.00	.....
4-yr., T., heavy, 12 to 15 ins. ....	25.00	225.00	.....
4-yr., T., heavy, 15 to 18 ins. ....	30.00	275.00	.....
4-yr., T., heavy, 18 to 24 ins. ....	35.00	325.00	.....
4-yr., T., heavy, 2 to 2½ ft. ....	37.50	350.00	.....

### FAIRVIEW EVERGREEN NURSERIES

Fairview, Erie Co., Pa.

Phone: GR 4-5712

### PACHYSANDRA

*Terminalis* (Japanese Spurge). The ideal permanent evergreen ground cover plant for shady and semi-shaded areas in all climates. Does well in sunny areas, too. Absolutely winter hardy in the most northern climates.

	Per 100	Per 1000	5000 or more
Strong, well-rooted, 1-yr. plants; propagated Prepaid F.O.B. here in same shipment in soil and peat frames with light shade....	\$6.50	\$53.00	\$50.00

Available for prompt shipment throughout the year. Shipments anywhere including Canada. GOOD PACKING FREE. A good source of supply.

### PEEKSKILL NURSERY

Phone: Lakeland 8-5595  
 SHRUB OAK, N. Y.

**J & P**

EVERGREENS  
 SHADE TREES

SHRUBS, VINES  
 HEDGE PLANTS, etc.

In good assortment.

**Jackson & Perkins Co.**  
 NEWARK, NEW YORK STATE

**THE FRIENDLY EVERGREENS**, by L. L. Kumlien. Planting propagation, culture, digging and transplanting. 237 p. 500 illus., 82 in color. \$10.00, postpaid. American Nurseryman, 343 S. Dearborn St., Chicago 4, Ill.

illustrated), by B. H. Kleinmaier, Burwell's Nursery & Garden Store, Columbus, O.

JANUARY 18

### LANDSCAPE GARDENERS' DAY

Moderator, Dr. K. W. Reisch, department of horticulture and forestry, O. S. U. 8 a. m.—Registration.

9 a. m.—"Industrial and Large Area Landscaping"—forum discussion:

"The Executive: Why We Plan for Landscaping," speaker to be announced. "The Executive: What Landscaping Has Accomplished for Us," speaker to be announced.

"The Landscape Architect: The Design," by Richard Weaver, landscape architect, Cleveland Illuminating Co., Cleveland, O.

"The Landscape Contractor: Planting and Construction," by H. O. Armbruster, landscape superintendent, William A. Natrop Co., Cincinnati, O.

12 m.—Lunch and business meeting, Ohio State Floriculture Alumni Association.

2 p. m.—"Ohio's Highway Landscape Program," by Wilbur Garmhausen, state highway department, Columbus, O.

2:45 p. m.—"Solving Landscape Problems on Residential Properties," by Allan Dalsimer, Landscape Associates, Inc., Brookville, N. Y.

3:45 p. m.—"Establishing and Maintaining Turf," by Dr. Richard R. Davis, Ohio agricultural experiment station.

6 p. m.—Meeting of Ohio State University-Ohio Nurserymen's Association research committee.

8 p. m.—"Landscaping the Ultramodern Motel and Similar Areas," by Allan Dalsimer.

JANUARY 19

### GARDEN CENTER OPERATORS' DAY

Moderator, M. C. Carbonneau, department of horticulture and forestry, O. S. U. 8 a. m.—Registration.

9 a. m.—"The Garden Center—Its Place in the Current Business Picture," by Richard Wyman, Jr., Wyman's Garden Centers, Inc., Framingham, Mass.

10 a. m.—Discussion sessions on garden center operation: (Each discussion will be repeated every half hour, enabling members to participate in four different discussions during the 2-hour period.)

"Selling," with J. Walter Burwell, Burwell's Nursery & Garden Store, Columbus, O., discussion leader.

"Inventory," with J. L. Strickfaden, Jr., Strickfaden Nursery, Sandusky, O., discussion leader.

"Plant Maintenance," with John Horton, Horton Nursery, Rocky River, O., discussion leader.

"Profit and Markup," with Fred Fisher, Burwell's Nursery & Garden Store, discussion leader.

"Diagnosing Plant Troubles," with Dr. C. Wayne Ellett and Dr. Ralph Davidson, O. S. U., discussion leaders.

"Telephone Sales," with Mrs. Iva McMillan, Ohio Bell Telephone Co., Columbus, discussion leader.

12 m.—Lunch and business meeting, Ohio Nurserymen's Association.

2 p. m.—Discussion session summary, by discussion leaders.

2:45 p. m.—"Quality of Nursery Stock—Its Regulation and Control," by Harold L. Porter, division of plant industry, Reynoldsburg, O.

3:30 p. m.—"Grower-Retailer-Customer Relations"—forum discussion, with Lewis Bookwalter, Berryhill Nursery Co., Springfield, O., representing the grower; Fred Fisher representing the retailer, and

# New from Swift & Company for full-time garden supply dealers only

A new, pretested, proved line of lawn products

# NEW VitoGRO

...the guaranteed way to FEED • WEED • CONTROL CRABGRASS

A lawn-care products line that will be sold:

**SELECTIVELY** . . . to a limited number of garden supply dealers only

**DIRECT** . . . with free delivery from our plant or warehouse

**SPELLED OUT** . . . with a written dealer agreement that covers sales policy, merchandising policy, stock-control provisions

**PREPRICED** . . . with every bag and newspaper ad bearing the suggested retail price

**PROFITABLY** . . . up to 47% on quantity orders

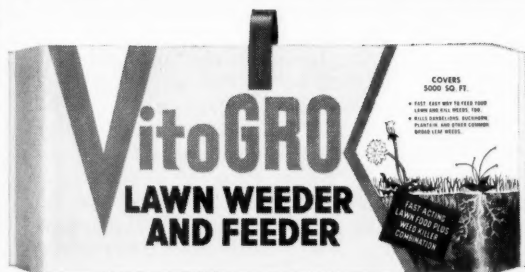
**GUARANTEED** . . . a money-back guarantee from Swift & Company printed on every bag

**WITH LIBERAL PURCHASING PLANS:**

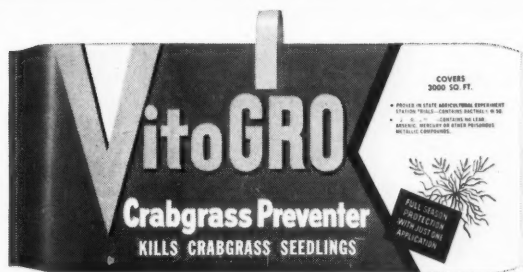
- Stock-control program . . . with your choice of buy-back or return-goods provisions
- Liberal terms postdated
- And early shipment incentives



- Feeds a full 6 months, and will not burn
- High analysis, lightweight formula with a complete grass diet
- 20% more plant food for less cost than many other lightweight specialized lawn foods
- One bag covers 5,800 sq. ft.
- Specially formulated for deep-root feeding



- Kills all broadleaf (nongrassy) weeds; gives grass a pick-up
- One fast, easy application does both jobs
- Contains twice the nutrients compared to other weed and feed products available
- One bag covers 5,000 sq. ft.
- Harmless to established lawn grasses



- Kills crabgrass as it sprouts
- One early spring application prevents growth all summer
- Contains Dacthal W-50; effectiveness proved in leading university turf trials
- Safer to use, contains no arsenic or other metallic poisons
- Economical; one bag covers 3,000 sq. ft.

VitoGRO is a trademark of Swift & Company Dacthal is a trademark of Diamond Alkali Co.

**Your VitoGRO salesman will see you soon...to show you the successful results of 2-year tests in 5 major markets**





## LINING-OUT STOCK HARDY ORNAMENTALS

CHOICE VARIETIES — FINEST QUALITY

We carry in season a very large selection of the best varieties (the real money-makers) in several grades, all of which are hardy here in northern New Jersey, as well as farther north. Our prices are right, and our quality and service are completely satisfactory. Quantity and pickup discounts are regularly given. Whether you write, phone or visit, we welcome your questions and the opportunity to help you with your lining-out requirements.

**JOHN VERMEULEN & SON, Inc., NESHANIC STATION, N. J.**

*Growing Top-Quality Hardy Liners Exclusively since 1921*

## TAXUS SEBIAN INTERMEDIA

This is an origination of the late Mike Sebian's nursery, Painesville, Ohio. It has proved hardy and has a fast rate of growth. We feel this variety is one of the best for the mid-western states.

	Per 100	Per 1000
2-yr., T. ....	30c	27 1/2c
3-yr., T. ....	40c	37 1/2c

Write for price of 5000 and 10,000 quantity.

Samples sent upon receipt of postage.

### VERKADE'S NURSERIES

P. O. Box 336

New London, Conn.

## ORNAMENTAL EVERGREENS

### Trees and Shrubs

### BAGATELLE NURSERY, INC.

Box 196, Huntington Station, N. Y.

## BLOODGOOD NURSERIES

Dept. American Nursery Co.

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Established 1790

Growing a general line of nursery stock.

Specializing in shade and ornamental trees.

*Serving the Wholesale Trade*

## RHODODENDRON LINERS

Own Root

Well-established transplants for field bed planting.

May 1 delivery. In a wide range of varieties.

**\$85.00 per 100**

Packing free, cash with order.  
Send for new list.

### WELLS NURSERY

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## DEL-MAR-VA NURSERIES

Growers of Quality  
Taxus, Ilex and other Ornamentals.

Ask for list.

DEL-MAR-VA NURSERIES  
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## W. T. SMITH CORP.

Offering a General Line of  
Top-Quality Nursery Stock.

Daniel P. Quigley, Pres.

Established 1846

Geneva, N. Y.

## A General Line of FRUIT and ORNAMENTAL TREES and PLANTS

**BUNTINGS' NURSERIES, Inc.**  
BOX 3 SELBYVILLE, DEL.

## LARGE PINK DOGWOODS

Well-spaced, 3x6 ft., 6 to 8 ft. high,  
full of buds.

**B&B EVERGREENS**

Write for price list.

**CLINTON NURSERIES**  
Clinton, Conn.

## LINING-OUT STOCK

Seedlings, Rooted Cuttings  
and Transplants  
Write for list.

**LEGHORN'S EVERGREEN NURSERY CO., INC.**  
50 Geer St. Cromwell, Conn.

Mrs. H. Lloyd Smith, Columbus, representing the customer.

6:45 p. m.—Social hour.

7:30 p. m.—"Ye Olde Tyme" dinner; awards and entertainment.

JANUARY 20

### NURSERYMEN'S DAY

Moderator, William Burton, Burton's Hilltop Nursery, Casstown, O., 1960 president of the Ohio Nurserymen's Association.

8 a. m.—Registration.

9 a. m.—"Successful Operation of a State Nurserymen's Association," by Elmer J. Merz, executive secretary, California Association of Nurserymen, Sacramento.

10:15 a. m.—"Financing and Management of the Nursery Business," by Dr. Eric Lawson, chairman, department of finance, Syracuse University, Syracuse, N. Y.

11:15 a. m.—"Market Development and Publicity—Increased Emphasis," by Robert Bauge, Judson Wholesale Nursery, Bristol, Ind., chairman, A. A. N. market development and publicity committee.

12:15 p. m.—Business meeting, Ohio Nurserymen's Association.

1 p. m.—Lunch and business meeting, Ohio chapter, American Association of Nurserymen.

### WISCONSIN SCHOOL DAY

The nurserymen's University day, to be co-sponsored by the Wisconsin Nurserymen's Association and the college of agriculture of the University of Wisconsin, will be held January 26 at the Wisconsin Center building on the university's campus at Madison, Wis., according to a recent announcement by Don Groth, committee chairman.

Prof. A. Leiser, department of horticulture, Purdue University, Lafayette, Ind., will open the program with a talk "Summer Handling of Nursery Stock—Sprayed and Canned." Other speakers and their talks are: Karl Bostrom, Board-Bostrom Co., "Managing the Ecology of Your Business"; Frans Larson, C. P. A., E. A. Dettman Co., "Accounting as Applied to the Nursery Business"; James Dornoff, Pate Oil Co., "The Power of Enthusiasm," and George Kroncke, First National Bank, Madison, "Estate Planning." There will also be a tour of the facilities on the campus and round-table discussions with the speakers at a dinner in the evening.

### LONG ISLAND SCHOOL

Although program details have not yet been completed, the dates of January 25 and 26 have been announced for the 1961 school for New York nurserymen, garden supply dealers and landscape contractors. The educational sessions will be held on the campus of the State University Agricultural and Technical Institute, Farmingdale, L. I., N. Y., according to Prof. Daniel Dowd, of

# CONTAINER-GROWN STOCK

Our container-grown nursery stock is the very best quality produced in the south. We have given very careful attention to soil mixture, feeding, watering and general care. We are very proud of this container-grown stock and justly so.

Container-grown stock can be planted anytime during the year and we advise you to get your supply early. You have the advantage of a better selection, as well as being able to offer your customers their stock earlier. You profit by bringing people into your establishment first.

All one-gallon items are grown in green Plantainers. All two-gallon items are grown in green 8-inch Nursericans.

For full truckloads we can arrange for very economical transportation. Available trucks can haul from 4200 to 4500 one-gallon container-grown plants—door-to-door delivery—at a very low cost.

MINIMUM ORDER—25 plants of one variety. 250 plants or more of one variety take the 1000 rate.

## AZALEAS

<b>CORAL BELLS</b>	100	1000
1-gal.	\$.65	\$6.60
<b>HEX</b>		
1-gal.	.65	.60
<b>HINODEGIRI</b>		
1-gal.	.65	.60
2-gal.	1.50	1.40
<b>SNOW</b>		
1-gal.	.65	.60

<b>CLEYERA JAPONICA</b>	100	1000
2-gal.	1.50	1.40
<b>GARDENIA RADICANS</b>		
1-gal.	.60	.55
<b>ILEX AQUEREM BRILLIANT</b>		
1-gal.	.70	.65
<b>ILEX CORNUTA BURFORDI</b>		
1-gal.	.65	.60
2-gal.	SOLD OUT	

<b>ILEX CORNUTA ROTUNDA</b>	100	1000
1-gal.	\$.75	\$6.70
<b>ILEX CRENATA BULLATA</b>		
1-gal.	.65	.60
2-gal.	1.15	1.00
<b>ILEX CRENATA DIVARICATA</b>		
1-gal.	.60	.55
<b>ILEX CRENATA HELLERI</b>		
1-gal.	.65	.60
2-gal.	1.50	1.40
<b>ILEX CRENATA HETZI</b>		
1-gal.	.65	.60
2-gal.	1.15	1.00
<b>ILEX CRENATA MICROPHYLLA</b>		
1-gal.	.65	.60
<b>ILEX CRENATA REPANDENS</b>		
1-gal.	.60	.55
<b>ILEX CRENATA ROTUNDIFOLIA</b>		
1-gal.	.65	.60
<b>ILEX OPACA EAST PALATKA</b>		
1-gal.	.60	.55

<b>ILEX VOMITORIA</b> (Schilling's Dwarf Yaupon)	100	1000
1-gal.	\$.75	\$6.70
2-gal.	1.50	1.40
<b>LIGUSTRUM LUCIDUM COMPACTUM</b>		
1-gal.	\$.60	\$.55
<b>LIRIOPE MUSCARI MAJESTIC</b>		
1-gal.	.60	.55
<b>LIRIOPE MUSCARI VARIEGATA</b>		
1-gal.	.65	.60
<b>PODOCARPUS SINENSIS</b> (Japanese Yew)		
1-gal.	.65	.60
<b>PYRACANTHA COCCINEA LALANDI</b>		
1-gal.	.65	.60
2-gal.	1.50	1.40
<b>PYRACANTHA CRENATA-SERRATA GRABER</b>		
1-gal.	.65	.60
<b>PYRACANTHA FORMOSANA</b>		
1-gal.	.65	.60
2-gal.	1.50	1.40
<b>PYRACANTHA GOVERNMENT RED</b>		
1-gal.	.65	.60

## LINING-OUT STOCK

<b>BUXUS HARLANDI</b>	100	1000
4 to 6 ins.	\$12.00	\$110.00
6 to 8 ins.	15.00	140.00
<b>BUXUS JAPONICA</b>		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
<b>BUXUS SEMPERVIRENS</b>		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
<b>CAMELLIA SASANQUA</b>		
<b>Cleopatra</b>		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
<b>Crimson Tide</b>		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
<b>Dainty Pink</b>		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
<b>Daydream</b>		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
<b>Hino-de-Gumo</b>		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
<b>Jean May</b>		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
<b>Mine-No-Yuki</b> (Double White)		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
<b>Miss Auburn</b>		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
<b>Pink Snow</b>		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
<b>Rosea</b>		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
<b>Texas Star</b>		
6 to 8 ins.	17.00	150.00
<b>CEDRUS DEODARA</b>		
4 to 6 ins., S. Trans.	10.00	90.00
6 to 8 ins., S. Trans.	12.00	110.00
<b>CHERRY LAUREL</b>		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
<b>CLEYERA JAPONICA</b>		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
<b>ELEAGNUS FRUITLANDI</b>		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
<b>FATSHEDERA</b> (Tree Ivy)		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
<b>FEIJOA</b> (Pineapple Guava)		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
<b>GARDENIA FORTUNEI</b>		
8 to 12 ins.	12.00	110.00
12 to 18 ins.	15.00	140.00

<b>GARDENIA MYSTERY</b>	100	1000
8 to 12 ins.	\$12.00	\$110.00
12 to 18 ins.	15.00	140.00
<b>GARDENIA RADICANS</b>		
4 to 6 ins.	10.00	90.00
6 to 8 ins.	12.00	110.00
<b>GINKGO BILOBA</b> , (seedlings)		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
<b>ILEX CORNUTA BURFORDI</b>		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
<b>ILEX CRENATA BUXIFOLIA</b>		
4 to 6 ins.	15.00	140.00
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
<b>ILEX CRENATA HELLERI</b>		
4 to 6 ins.	20.00	180.00
<b>ILEX CRENATA MICROPHYLLA</b>		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
<b>ILEX CRENATA REPANDENS</b>		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
<b>ILEX CRENATA ROTUNDIFOLIA</b>		
4 to 6 ins.	10.00	90.00
6 to 8 ins.	12.00	110.00
<b>ILEX VOMITORIA DWARF</b> (Dwarf Yaupon)		
4 to 6 ins.	15.00	140.00
6 to 8 ins.	17.00	150.00
<b>ILICUM ANISATUM</b> (Anise Tree)		
18 to 24 ins.	20.00	180.00
<b>JUNIPERUS CHINENSIS BLUE VASE</b>		
4 to 6 ins.	15.00	140.00
6 to 8 ins.	17.00	150.00
<b>JUNIPERUS CHINENSIS</b>		
<b>PITZERIANA</b>		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
<b>JUNIPERUS DEPRESSA PLUMOSA</b> (Andorra)		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
<b>JUNIPERUS EXCELSA STRICTA</b> (Spiny Greek)		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
<b>JUNIPERUS SABINA</b> (Savin Juniper)		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
<b>LIGUSTRUM LUCIDUM COMPACTUM</b>		
4 to 6 ins.	10.00	90.00
6 to 8 ins.	12.00	110.00
<b>MAGNOLIA GRANDIFLORA</b>		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
12 to 18 ins.	20.00	180.00
18 to 24 ins.	22.50	200.00

## ORIENTAL MAGNOLIAS

<b>MAGNOLIA ALEXANDRINA</b>		
<b>MAGNOLIA RUSTICA RUBRA</b>		
<b>MAGNOLIA SOULANGIANA</b>		
<b>MAGNOLIA SOULANGIANA NIGRA</b>		
2-yr., Liners, 8 to 12 ins.	100	1000
	\$35.00	\$300.00
2-yr., Liners, 12 to 18 ins.	40.00	350.00
2-yr., Liners, 18 to 24 ins.	45.00	400.00
<b>MAGNOLIA STELLATA</b>		
2-yr., Liners, 8 to 12 ins.	35.00	300.00
2-yr., Liners, 8 to 12 ins.	40.00	350.00
2-yr., Liners, 12 to 15 ins.	45.00	400.00

<b>NANDINA DOMESTICA</b>	100	1000
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
<b>OSMANTHUS SAN JOSE</b>		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
<b>PHOTINIA GLABRA</b>		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
<b>PINUS DENSIFLORA</b> (Japanese Red Pine)		
6 to 8 ins., S. Trans.	10.00	90.00
8 to 12 ins., S. Trans.	12.00	110.00
<b>PINUS HALEPENSIS</b> (Aleppo Pine)		
4 to 6 ins., S.	6.00	50.00
6 to 8 ins., S.	7.50	60.00
8 to 12 ins., S.	10.00	90.00
<b>PINUS THUNBERGI</b> (Japanese Black Pine)		
6 to 8 ins., S. Trans.	10.00	90.00
8 to 12 ins., S. Trans.	12.00	110.00
<b>PITTSOPORUM TOBIIRA</b>		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
<b>PITTSOPORUM TOBIIRA VARIEGATA</b>		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
<b>PODOCARPUS SINENSIS</b>		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
<b>VIBURNUM MACROPHYLLUM</b>		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
<b>VIBURNUM ODORATISSIMUM</b>		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00

250 plants or more of one variety and size take the 1000 rate.

# BLACKWELL NURSERIES, Semmes, Ala.

**JOS. A. HREN NURSERIES****BLACK PINE**

4 to 5-yr., heavy liners of our own compact strain.  
 8 to 10 ins., T., \$35.00 per 100  
 10 to 12 ins., T., \$50.00 per 100

LANDSCAPE-SIZE MATERIALS — Catalog

East Hampton, L. I., N. Y.

Phone: EA 4-0640

**SPECIMEN ILEX CONVEXA**

One of the largest blocks of hardy, northern-grown Ilex. Heavy, well-sheared plants with exceptionally good color. Prices are each per 100 (25 or more). Write for special quotation on large quantities.

2½ to 3 ft.	\$4.75
3 to 3½ ft.	5.75
3½ to 4 ft.	6.75
4 to 4½ ft.	9.00

**ANGELICA NURSERIES**

R. D. No. 1

Mohnton, Pa.

**BEGINNING IN THE NURSERY BUSINESS**

By John J. Pinney

Articles reprinted from the American Nurseryman. Includes retail salesyards, landscape nurseries, garden centers, mail-order nurseries, agency nurseries, container stock, financing and keeping records. 64 p. (1958).....\$1.00

AMERICAN NURSERYMAN

343 S. Dearborn St.

Chicago 4, Ill.

**NURSERY SALES, INC.**

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 Phone: GI 4-6848

Affiliate of Peninsula Nurseries, Inc.  
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Landscape-size Evergreens, Azaleas,  
 Ornamental Trees and Plants  
 Specializing in heavy, quality,  
 lining-out stock.

**FIR PINE SPRUCE** **SEEDLINGS** MILLIONS

WHOLESALE ONLY

**TRIM TREE NURSERY**

R D 1 INDIANA PA



When you look for *Euonymus*—  
**LOOK for the EMERALD!**  
**CORLISS BROS., INC.** Ipswich, Mass.

**BOULEVARD NURSERIES**

Newport, R. I.

- Quality Nursery Stock
- Lining-Out Stock
- Root-Thru Plant Pots

**I Want to Sell You  
PINE — SPRUCE — FIR**

Fine well-graded seedlings and  
 transplants at our special discount.

*The more you buy  
 the more you save.*

Write for free price and discount  
 list.

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 Shelocta, Pa.

**NORTHERN COLLECTED EVERGREENS  
 FERNS PLANTS SHRUBS**  
**WILLIAM CROSBY HORSFORD**  
 CHARLOTTE, VT.

**SPECIMEN TREES . . . RARE TREES  
 COMMON TREES**  
 A convenient source in north Jersey is  
**HIDDEN VALLEY NURSERY**  
 Hubert Van Duyn, Owner  
 150 Sassafras Place Gillette, N. J.  
 25 miles west of New York City  
 Phone: Millington 7-1155

**Azalea Hinodogiri** Per 100  
 3 to 6 ins., 2-yr., T. ....\$15.00  
 Ilex ballata, 6 to 8 ins., T. .... 15.00  
 Ilex crenata, 6 to 8 ins., T. .... 15.00  
 Pieris japonica, 4 to 6 ins., T. .... 15.00

**ALANWOLD NURSERY**  
 Neshaminy, Bucks Co., Pa.

the institute's department of ornamental horticulture.

**CALIFORNIA INSTITUTES**

Jack A. Wick, executive secretary of the California Association of Nurserymen, announces that the nursery institutes presented annually by the University of California at its Los Angeles and Berkeley campuses will be devoted this year to discussions of new clonal selections of plants and basic economic factors affecting the nursery business. The southern institute will be held January 26 in Sproul Hall, University of California, Los Angeles, and the northern institute is scheduled for January 31 in room 2000 of the Life Sciences building on the university's campus at Berkeley.

**NEW YORK PANELS**

[Continued from page 8]

York state, and 325,000 acres of lawns and turfgrass provide big business. Almost half the acreage is in home lawns, with a \$142 million bill for annual fertilizer and lawn care tools and related garden living industry products. Public parks, schools and highways include 25 per cent of the total and provide recreational areas for millions of citizens.

Mr. Cornman began his remarks on lawn care by pointing out that soil tests for lawn turf where maximum profitable crop return is not the major objective, as in field crops, show that nearly all nutrients are needed for maintenance. Nitrogen, phosphorus and potash are chief items. These constituents may come from inorganic or from organic sources. Lime is used if a pH of 6 or less is shown. Fertilizing at a rate of one pound of elemental nitrogen for each 1,000 square feet in spring and fall was recommended. The sandy soils of Long Island need heavier applications.

Organic sources are useful if injury to grass must be avoided. If economy is of first importance, as in parks, school grounds, etc., applying low-cost inorganic fertilizer in early spring is a practical procedure in turf maintenance, Mr. Cornman said.

For weed control, 2,4-D is useful for dandelion and plantain; for chickweed and plantain, 2,4,5-TP is effective. Endothal gives veronica control.

Crab grass can be treated with phenylmercuries or methyl arsonates after the seeds have germinated and seedlings are visible. Pre-emergence treatments prior to seed germination in early spring may be accomplished



# WHALEHIDE NURSERY POTS!

## SAVE YOU *from* \$7<sup>50</sup> *to* \$27<sup>50</sup> *per 1000*



**Whalehide Nursery Pots are superior to and cheaper than any other comparable nursery pot.**

Thousands of progressive nurserymen and agricultural concerns all over the world are now using Whalehide containers at the rate of many millions a year.

Here are some of the reasons for the truly PHENOMENAL SUCCESS of Whalehide Pots:

They have been found far superior to metal containers because iron is heat and cold conductive. Thus, the tender roots nestled against the solid iron container wall in summer are apt to quickly dry up and in winter to freeze. Whalehide containers to the contrary being made of nonconductive material give both winter and summer root protection. These are facts obvious to any unbiased observer.

All Whalehide containers have adequate holes and slices in the bottom to ensure proper moisture circulation. Compare this important feature for proper root development with bottom structure of other types of containers.

**LIGHT, DURABLE and TOUGH. YET THEY COMPLETELY DISINTEGRATE WHEN PLANTED WITH THE PLANT.**

Made from reinforced vegetable fiber with nitrogen added, differing radically from the conventional metal and clay pots, the insulation qualities of Whalehide Pots help to protect your plants against heat and cold . . . keep their roots cool and moist longer.

With normal use and watering the **Grow Pot** type (heavy weight) will last from 9 to 15 months aboveground . . . the **Propagating Pot** (medium weight) from 3 to 4 months. Openings in bottom insure adequate drainage and root development.

**OVER 400 PER CENT MORE PRODUCTION PER ACRE. LESS WEEDING . . . LESS WATERING . . . LESS SPRAYING . . . LESS EVERYTHING**

By using Whalehide Pots your plants remain aboveground and are placed close together. For example—by using this method, the great Layritz Nurseries of British Columbia now grow the same number of roses in one-half acre that formerly took 3 acres to grow. Think of the saving in space—watering—weeding—spraying!

**PRODUCES HEALTHIER PLANTS, CUTS LABOR COST TO LESS THAN HALF**

Think of it! No more bedding out . . . no transplanting . . . less tedious weeding . . . no digging up and balling and wrapping, with the inevitable plant setbacks and danger.

**NESTED, COMPLETELY ASSEMBLED, READY FOR USE**

Conveniently nested, they require minimum storage space . . . are always ready for immediate use.

**POOR SOIL, NO HANDICAP**

Yes! With Whalehide Pots you can grow the finest plants anywhere . . . on gravel, sawdust, sand. All it takes is good topsoil in the containers.

**NOW, WITH WHALEHIDE POTS YOU'LL GREATLY INCREASE YOUR PROFITS . . . SELL YOUR PLANTS EVERY MONTH OF THE YEAR . . . WITH ABSOLUTE SAFETY**

Because Whalehide Pots completely disintegrate underground, there's no messy handling for your customers—they just slip the pots and all right into the ground. Roots are never disturbed, plants are never set back. So, sell your stock every month of the year with confidence—put on special promotions when the plants are in full bloom, when they're most desirable . . . reap more profits—switch to Whalehide Pots right away. You'll be glad you did.

WRITE FOR QUANTITY DISCOUNTS.

WRITE FOR FREE INFORMATIVE BOOKLET TO ADDRESS BELOW

### FOR SHRUBS, ROSES, PERENNIALS, ANNUALS, SMALL TREES. 12 DIFFERENT SIZES . . . 3 DIFFERENT WEIGHTS

Whalehide	Size across top.	Per 1000
<b>Transport</b>	2 1/4-in. with bottom	\$ 6.10
<b>Pots (light)</b>	3 -in. with bottom	7.70
	3 1/2-in. with bottom	9.15
<b>Whalehide</b>	2 1/4-in. with bottom	8.50
<b>Propagating</b>	3 -in. with bottom	8.95
<b>Pots (medium),</b>	3 1/2-in. with bottom	10.75
green or black	4 1/4-in. with bottom	14.05
	5 -in. with bottom	16.25
	6 1/4-in. with bottom	20.75
<b>Whalehide</b>	3 -in. with bottom	28.90
<b>Grow</b>	3 1/2-in. with bottom	31.75
<b>Pots</b>	4 1/4-in. with bottom	36.00
<b>(heavy),</b>	5 -in. with bottom	41.50
<b>red</b>	6 1/4-in. with bottom	47.00
	7 1/2-in. with bottom	52.50
	9 -in. with bottom	69.25
	9 1/2-in. without bottom	41.50
	9 -in. without bottom	50.75
	9 1/2-in. without bottom	58.00
	10 -in. reinforced bottom	now in
	12 -in. reinforced bottom	production
<b>Special, 1 3/4 x 2 1/2-in., without bottom (medium)</b>		5.25
<b>Sweet Pea Propagating Pots, 2 1/4 x 5-in. (medium)</b>		11.25
<b>Ring Culture Pots—Unstitched, packed flat, interlocking tabs for quick assembly</b>		52.25
Delivered Canada and U. S. A., nearest dockside. Free delivery on all orders over 4000 lbs. weight.		

**YOU WILL INCREASE YOUR PROFITS . . . PRODUCE BETTER PLANTS**

### ORDER A SAMPLE SET RIGHT AWAY

☐ I enclose \$2.00 in U. S. currency. Please forward sample set of Whalehide Nursery Pots (postage prepaid) to the following address:

NAME.....

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CITY.....ZONE.....STATE.....

☐ Please send free informative booklet describing advantages of Whalehide Pots.

U. S. A. WEST COAST DISTRIBUTOR:

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**LAYRITZ PRODUCTS**

4362-68 Wilkinson Rd.

Victoria, B. C., Canada

## PIN OAKS

Production of Pin Oaks is a specialty with us.  
We have a large stock of many sizes.

	Per 10 Each	Per 100 Each
1 1/2 to 2-in. cal., B&B. ....	\$10.00	\$9.00
8 to 10 ft., 1 1/4 to 1 1/2-in. cal., B&B. ....	9.00	8.00
6 to 8 ft., B&B. ....	6.50	6.00
5 to 6 ft., B&B. ....	4.50	4.00

Some larger sizes available as well as bare-root trees. Inquire for prices.

### SPECIAL OFFER OF PIN OAKS

Root-pruned, field-grown trees at low prices. Nice straight trunks; ideal for canning or potting and perfect for lining out to gain time in producing landscape specimens.

Height	Minimum cal.	Per 10	Per 100
6 to 8 ft.	1 in.	\$17.50	\$150.00
5 to 6 ft.	3/4 ins.	11.50	100.00
4 to 5 ft.	5/8 ins.	8.50	75.00

Write for complete wholesale price list.

## WILLIS NURSERY CO.

"Your Wholesale Nurserymen"  
Ottawa, Kan.

## ENGLISH IVY

from 2 1/4-in. pots.

Per 100	Per 1000
\$10.00	\$90.00

Ready for immediate delivery.

Write for Complete List of Other Plants

## R. H. MURPHEY'S SONS CO.

Phone 3-4211

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### ORNAMENTALS TREES SHRUBS EVERGREENS

Wholesale growers of a  
general assortment for  
the best landscape plantings.

**BRYANT'S NURSERIES**  
Princeton, Illinois

### PIN OAK SEEDLINGS

Delivery Spring, 1961

	Per 100	Per 1000
6 to 12 ins. ....	\$ 6.00	\$ 55.00
12 to 18 ins. ....	8.00	75.00
18 to 24 ins. ....	12.00	100.00
2 to 3 ft. ....	17.00	140.00
3 to 4 ft. ....	22.00	190.00
4 to 5 ft. ....	30.00	250.00
*4 to 5 ft. ....	75.00	....
*5 to 6 ft. ....	100.00	....
*6 to 8 ft. ....	150.00	....

\*Well-branched, straight, good for cash sales.

**LEAVENWORTH NURSERIES**  
L. C. Gatewood Betty Gatewood  
12th and Vilas Leavenworth, Kan.

by any of several chemicals. Lead arsenate is costly, but calcium arsenate (Pax) and chlordane (Halts) are effective. Zytron and Dacthal are more effective than others. Bluegrass does not seem to suffer, but fescue may be injured by either, while bent grass may be injured by Zytron. Results vary from year to year and from area to area.

### Tax Matters

Participating in a panel on taxation were Robert Lederer, American Association of Nurserymen, Washington, D. C.; Dr. Joseph Metz, associate director of research, New York state college of agriculture, Ithaca; Bernard Stangler (chairman), Land O' Trees Nursery, Williamsville, and Harry Rockwell, accountant and attorney for S. Sherer & Sons Nursery, Northport.

Dr. Metz opened the discussion by emphasizing the value of good records, not only to meet the federal and state requirements, but also to assist in interpreting the condition of the nursery business. He pointed out the value of studying these records to obtain the greatest possible tax advantages.

Mr. Rockwell discussed some of the advantages and disadvantages of corporations, partnerships and individually owned businesses. Conclusions drawn from this discussion indicated that each company should evaluate its own special conditions through its auditor and attorney before deciding to change a method of operation.

Mr. Lederer discussed several recent tax cases that have affected various phases of the industry. It was evident that the industry must continue its close attention to these cases so that it will not be saddled with discriminatory taxes.

A lively discussion developed during the question and answer period, with many helpful suggestions being made from the personal experiences of various nurserymen.

### WISCONSIN CONVENTION

[Continued from page 14]

one is sent from the organization who really knows how to help the customer with his problem.

Mr. Parnham warned against using politics or any off-the-subject gambit for opening the conversation with the customer. It is all right to compliment the customer on his lovely home and the good taste he has shown in furnishing it, Mr. Parnham said, but do not overdo the compliments. Get right to the business at hand by asking the customer what

# SCHROTH'S NURSERY

## SEEDLINGS

It pays to plant  
The Best

Excellent Root  
Systems, Hardy  
ORDER NOW!

Grown at High Altitude—In the Heart of the Original Pine Forests  
In Indiana County—The Capital of the Christmas Tree World

We grow and sell hundreds of thousands of evergreen seedlings each year. We have always been sold out before the first of April. We suggest that you order early for our seedlings.

### PINE SEEDLINGS

SCOTCH PINE, French Auvergne		
	Per 100	Per 1000
2-yr., 2 to 4 ins.....	\$ 2.00	\$ 7.50
2-yr., 4 to 8 ins.....	3.50	22.50
3-yr., 8 to 12 ins.....	4.50	30.00
4-yr., 12 to 16 ins.....	8.00	50.00

SCOTCH PINE, Spanish		
	Per 100	Per 1000
2-yr., 2 to 4 ins.....	2.00	7.50
2-yr., 4 to 8 ins.....	3.50	22.50
3-yr., 8 to 12 ins.....	4.50	30.00

The above strains are short needle and good color. These strains are among the best for Christmas trees.

SCOTCH PINE, German		
	Per 100	Per 1000
2-yr., 4 to 8 ins.....	4.50	20.00
3-yr., 12 to 18 ins.....	6.00	25.00

SCOTCH PINE, Riga		
	Per 100	Per 1000
2-yr., 2 to 4 ins.....	2.00	7.50
2-yr., 4 to 8 ins.....	3.50	22.50

The above two strains have approximately a 2-in. needle with proper branch angle. Also good for Christmas trees.

WHITE PINE		
	Per 100	Per 1000
2-yr., 3 to 5 ins.....	3.00	15.00
2-yr., 4 to 7 ins.....	4.00	25.00
4-yr., 5 to 8 ins.....	5.00	30.00
4-yr., 8 to 14 ins.....	7.00	40.00

Soft needle, straight stem, fast growing. For Christmas trees, ornamentals, windbreak and timber.

AUSTRIAN PINE		
	Per 100	Per 1000
2-yr., 2 to 4 ins.....	3.00	15.00
2-yr., 4 to 8 ins.....	4.00	25.00
3-yr., 7 to 9 ins.....	5.00	27.50
3-yr., 9 to 12 ins.....	7.00	30.00

Long needle. Used for highway planting, windbreaks, Christmas trees and ornamentals.

RED OR NORWAY PINE		
	Per 100	Per 1000
3-yr., 3 to 5 ins.....	3.00	15.00
3-yr., 5 to 10 ins.....	4.00	25.00

A fine tree with long dark needles. Best for background or screen planting.

Very easily grown in most types of soil.

PONDEROSA PINE		
	Per 100	Per 1000
3-yr., 7 to 9 ins.....	2.00	15.00
3-yr., 9 to 14 ins.....	4.00	20.00

One of the longest needle pines and light in color. Colorado seed origin.

MUGHO PINE, Tyrolean		
	Per 100	Per 1000
3-yr., 5 to 8 ins.....	3.00	22.50

Dwarfest of Mugho Pines. Sheared and well budded.

### SPRUCE SEEDLINGS

NORWAY SPRUCE		
	Per 100	Per 1000
2-yr., 4 to 6 ins.....	\$ 3.00	\$15.00
2-yr., 6 to 9 ins.....	4.00	20.00
3-yr., 8 to 12 ins.....	5.00	25.00
3-yr., 12 to 16 ins.....	6.00	35.00
4-yr., 14 to 20 ins.....	10.00	40.00

Our species of Norway Spruce is one of the best we know of. Very good for Christmas trees and timber. Has good color and fast grower.

BLACK SPRUCE, Mariana		
	Per 100	Per 1000
3-yr., 5 to 7 ins.....	4.00	20.00
3-yr., 7 to 12 ins.....	5.00	25.00
3-yr., 12 to 14 ins.....	6.00	30.00

Black Spruce has a finer needle, good color. Shapes compact with little attention.

WHITE SPRUCE		
	Per 100	Per 1000
2-yr., 3 to 5 ins.....	3.00	15.00
3-yr., 5 to 9 ins.....	5.00	20.00
4-yr., 12 to 20 ins.....	8.00	30.00

White Spruce requires very little shaping. Short needles and bluish-gray color. Good for ornamentals and one of the best for Christmas trees.

COLORADO BLUE SPRUCE		
	Per 100	Per 1000
2-yr., 2 to 4 ins.....	2.00	15.00
2-yr., 4 to 7 ins.....	4.50	25.00
3-yr., 8 to 12 ins.....	6.00	30.00
4-yr., 12 to 14 ins.....	15.00	100.00

The old stand-by. Best for ornamentals, also used for Christmas trees. Our seed from collected blue trees. We have had comments from many growers recommending these seedlings for quality and color.

### NO ENGELMANN SPRUCE THIS SEASON

### CHESTNUT SEEDLINGS

CHESTNUT, Ching-Chow		
	Per 100	Per 1000
1-yr., 10 to 18 ins.....	\$3.00	\$20.00
2-yr., 18 to 24 ins.....	4.00	30.00
2-yr., 24 to 36 ins.....	6.00	40.00

Blight-resistant. Chinese strain. Nearest to the native nut flavor.

### NO TRANSPLANTS OF ANY SPECIES AVAILABLE

All stock offered subject to prior sale.

We guarantee all stock represented herein for size and quality, or your money will be cheerfully refunded. Because of many conditions beyond our control, such as delay in shipment, mishandling on arrival, etc., we cannot guarantee survival of seedlings.

**ORNAMENTALS:** We do not have any ornamentals of any kind or species, balled or bare root.

**OUR SEEDLINGS** are grown under natural conditions. It has not been necessary for us to force our growing through irrigation or watering of any kind. We endeavor to make our seedlings hardy and able to withstand drought. We do not raise them on beefsteak and expect our customers to grow them later on water and crackers.

### QUANTITY DISCOUNT FURNISHED ON REQUEST

**TERMS OF SALE:** All prices are F.O.B. Indiana, Pa. Stock is shipped C.O.D. parcel post or by express. State preference when ordering. All orders must be accompanied by full payment or by 25% deposit with balance before shipment or C.O.D. or satisfactory credit reference.

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Clymer, Pa.



# SPRING, 1961

Ask for quantity prices on the following:

Biota aurea nana  
Juniper, canaerti  
Juniper, depressa plumosa  
(Andorra)  
Juniper, glauca  
Juniper, keteleeri  
Juniper, Pfitzer, extra good  
Juniper, stricta, sheared  
Taxus cuspidata, small sizes  
Euonymus erectus  
Cornus florida  
Cornus rubra  
Elm, Chinese  
Crab Apple, Flowering  
Locust, Honey  
Magnolia  
Maple, Crimson King, small sizes  
Maple, Norway  
Maple, Columnar  
Maple, rubrum  
Maple, schwedleri

Maple, Silver  
Maple, Sugar  
Oak, Pin  
Redbud  
Sweet Gum, TT, once root-pruned  
Tulip Tree  
Willow, Thurlow  
Almond, Pink  
Currant, Alpine  
Barberry, Green  
Barberry, Red  
Barberry, mentorensis  
Cotoneaster divaricata  
Forsythia  
Honeysuckle Bush  
Philadelphus grandiflora  
Philadelphus Virginal  
Privet, Regel's  
Privet, Amur North, heavy  
Spiraea vanhouttei  
Viburnum dentatum

All kinds of fruit trees, 1 and 2-yr.

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### QUALITY NURSERY STOCK SHADE TREES

	Each Per 10	Each Per 100		Each Per 10	Each Per 100
<b>ACER PLATANOIDES</b>			<b>LIQUIDAMBAR STYRACIFLUA</b>		
1 1/2 to 2-in. cal.....	\$6.25	\$5.75	5 to 6 ft., B&B.....	\$3.50	\$3.00
2 to 2 1/2-in. cal.....	7.50	7.00	6 to 8 ft., B&B.....	5.25	4.75
<b>ACER SACCHARINUM</b>			<b>NYSSA SYLVATICA</b>		
6 to 8 ft.....	1.75	1.50	4 to 5 ft., B&B.....	3.75	3.50
8 to 10 ft.....	2.25	2.00	5 to 6 ft., B&B.....	4.75	4.50
<b>LIRIODENDRON TULIPIFERA</b>			<b>QUERCUS PALUSTRIS</b>		
6 to 8 ft., B&B.....	4.50	4.00	5 to 6 ft., B&B.....	4.25	4.00
8 to 10 ft., B&B.....	6.50	6.00	6 to 8 ft., B&B.....	5.50	5.00
			8 to 10 ft., B&B.....	8.00	7.50

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CHERRY • PEACH • APPLE  
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Rare General Stock  
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he has in mind in the way of landscaping.

Once it has been determined whether the customer is interested in landscaping his entire lot, putting in a patio, making a rose garden or just planting foundation shrubs in front of the house, the nurseryman should stick to the subject in which interest is shown. Listen closely to what the customer says, so as to be in a position to advise him correctly, it was recommended.

Occasionally, Mr. Parnham said, one will find that his firm is only one of a half dozen which the customer has asked to draw up a landscape plan. In most such cases, Mr. Parnham declines to compete. No customer is enough of an expert, he said, to evaluate six plans varying in layout, plant choice and stock size and decide which is the best value. If he really wants competitive bids, one can draw up a plan, charge him for it outright and let him go out with it for price bids. Then if he decides to buy the plant material from the designer, he can be given a discount to equal the price of the plan.

When there is a landscape job which his firm is willing to compete for, Mr. Parnham said, it makes up a blue-line print, colors it in, draws a little perspective and attaches a complete plant list. This way, even though his firm's estimate may be higher than another's, the firm can usually sell the job.

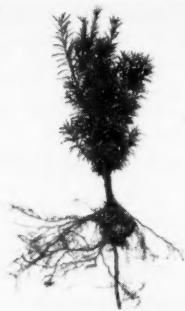
Mr. Parnham stated, "I tell the customer, 'We can do the same plan with lesser plants if you like, but with this lovely home you have, I'd like to see you do it with the better plants.' Or, we suggest that they put in just the most important parts of the plan the first year, and the remainder in the next year or two."

Once the customer has agreed to buy, Mr. Parnham said, he puts away his papers and leaves without delay.

Any job his firm contracts to do is done right, down to the last detail, the speaker noted, saying, "We edge the planting, mulch it, sweep the sidewalk, pick up our old burlap, hose down the driveway and leave the planting ready for the customer to enjoy. He'll show his appreciation by praising you to his friends, and that's the best advertising any nurseryman can get."

In conclusion, Mr. Parnham commented that no one can expect to get all the jobs he goes out for. Be happy that a competitor is getting a share of the jobs; remember, one needs competitors to keep one on the ball.

The Friday morning session was opened with a panel discussion in the

**TAXUS HICKSI**

4 to 6 ins....	30c	27c	24c	20c
6 to 8 ins....	40c	36c	32c	28c

**HEAVY 4 and 5-YEAR STOCK**

These husky liners are all grown in our open field beds as pictured above. Our sandy loam soils produce a fine root system. All stock is well spaced and sheared to produce good bushy plants and is twice transplanted.

All prices include packing and boxing.

Prices quoted are per each on the following quantities:

25 to 100; 100 to 250; 250 to 500; 500 to 1000

**TERMS:** Usual terms to those with established credit in the trade. Otherwise 25% with order, balance C.O.D. Will ship express unless otherwise specified.

**AND HERE ARE SOME EQUALLY GOOD 2-YR. LINERS**

- JUNIPER—Hetzi and Pfitzer
- TAXUS—Cuspidata, Hatfieldi, Hicksi, Wardi and Browni
- ARBORVITAE—Pyramidal, Dark Green, Woodwardi

6 to 8 ins.	25 to 100	100 to 250	250 to 500	500 to 1000
EACH	20c	18c	16c	14c

**TAXUS CUSPIDATA**

4 to 6 ins....	30c	27c	24c	20c
6 to 8 ins....	40c	36c	32c	28c
8 to 10 ins....	50c	46c	42c	38c

**JUNIPER HETZI and PFITZER**

6 to 8 ins....	27c	24c	..	..
8 to 10 ins....	37c	33c	29c	25c
10 to 12 ins....	47c	43c	39c	35c
12 to 15 ins....	57c	53c	49c	45c

**4 AND 5-YR. STOCK ALSO AVAILABLE**

<b>Taxus browni</b>				
8 to 10 ins....	50c	46c	42c	...
<b>Taxus intermedia</b>				
4 to 6 ins....	32c	29c	26c	...



P. O. Box 1747, Milwaukee 1, Wis.

Pere Marquette room, moderated by Ralph Petranek, on laborsaving devices in the nursery. Panel members were Tom Lied, Lied Nursery Co., Milwaukee; Wade Kumlien, Kumlien Nursery, Janesville; Ray Kuhn, Ralph Synnestvedt & Associates, Glenview, Ill., and Cliff Ecklund, J. V. Bailey Nurseries, St. Paul, Minn.

Each of the panel members showed slides and photographs of machinery and gadgets which work successfully in his own fields. Sizes and abilities

of the equipment varied widely, and the panelists agreed with Wade Kumlien, who said, "You have to find or build the kind of machine that will do work well in your own special circumstances, then build the nursery around it. Space your rows to fit the machine you choose." Mr. Kumlien showed photographs of a 34-inch wide tractor, built high enough to clear some rows, which was his firm's choice of a cultivating tool suitable for all jobs.

Making use of scrap or idle mate-

rial to do a job is one way of saving money, Ralph Petranek said. His firm makes temporary coldframes from irrigation pipe and boards from loading trucks, covering them with plastic.

Mr. Kuhn suggested renting machines which are under consideration for purchase, to learn if they do the job for which they are intended. His firm did this with a trenching machine, which proved highly maneuverable, capable of digging and balling honey locusts and hawthorns up

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Heavy Transplants That Grow into Money Fast.  
In Containers or in the Field These Large Liners Pay.



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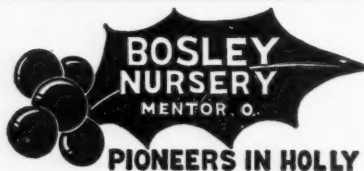
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HARBOR SPRINGS, MICH.

### EVERGREENS

Rooted Cuttings and Liners  
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Rt. 2 Alliance, Ohio

### BEAUTIFUL PIN OAKS

	Per 10	Per 100
6 to 8 ft.	\$ 65.00	\$ 600.00
8 to 10 ft.	\$ 55.00	\$ 500.00
1 1/2 to 2-in. cal.	110.00	1000.00
2 to 2 1/2-in. cal.	150.00	1400.00

We have a large selection of shade tree varieties. Send for quotations.

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L. C. Gatewood Betty Gatewood  
12th and Vilas Leavenworth, Kan.



### HARDY ENGLISH IVY, HARDY BALTIC IVY

Rooted cuttings for landscape planting.  
\$7.50 per 100; \$65.00 per 1000.  
Peat pots.  
\$18.00 per 100; \$150.00 per 1000.  
**BEARDSLEE NURSERY** Perry, Ohio

### PEACOCK NURSERIES



EVERGREENS  
SHADE TREES

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721 S. Cleveland-Massillon Rd., Akron, O.

to a 3 1/2-foot ball. Mr. Lied said that his firm had found the same machine useful in tiling work, both in the field and on the job, because, in Milwaukee's hard-packed clay soil, there is need for a great deal of tiling.

### Department of Entomology

Three speakers from the division of plant industry, department of entomology, brought nurserymen up to date on pests and diseases in the state.

George Hafstad reported on the present status of Dutch elm disease, which is in its fifth year in the state. Despite the growing incidence of cases, he said, the disease is under control in areas where sanitation and spray programs are in effect. Only rarely is a sprayed tree lost to the disease. Where a real effort is made, there is control, he said. As far as costs go, it does not cost much more to spray a tree than it does to remove a dead tree—and the difference is that one still has the elm tree growing on his property.

Dutch elm disease is caused by a fungus and spread by two species of elm bark beetle that overwinter in dead bark. The first step in control is removal and destruction of all diseased trees and of all dead branches and bark, so the beetle infestation is reduced for lack of habitation. The second step in control is application of dormant DDT or methoxychlor spray.

There is probably some need for education of the public in the matter of sprays, Mr. Hafstad admitted. Most people take their huge shade trees for granted and set up a howl about bird killing when a spray program is put into effect. These same people, he added, would never think of complaining about pruning or any of the other necessary maintenance work. He believes the elm is still one of the finest trees available for landscape plantings.

William Simmons reported on the various insect pests and diseases that have been troublesome in Wisconsin this year. The European pine-shoot moth has caused the most trouble, but scale insects have taken their toll as well. There has been more San Jose scale than in the past, Mr. Simmons said, which is of particular concern to those growing fruit trees and flowering crab apples. Oyster-shell scale was bad on lilacs and cotoneaster and a number of other shrubs. Pine-needle scale showed up heavily in the northern areas of the state and also manifested itself on Mugho pines in the Milwaukee area.

As for diseases, Dutch elm led the

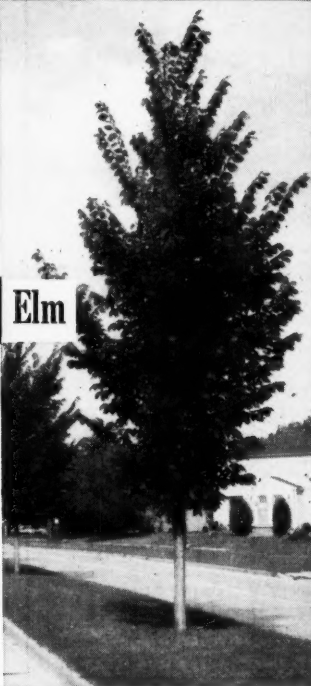


## Triumphant 40th Birthday of the

### Augustine Ascending Elm

### the very finest grown!

Today, 40 years after the discovery and first experimental propagation of this elm tree mutation, now famous as the **AUGUSTINE ASCENDING ELM**, these superior qualities are firmly established.



**AUGUSTINE ASCENDING  
ELM ASSOCIATES, INC.**

932 East 50th Street  
Chicago 15, Illinois

• **BEAUTY** . . . stately columnar form; straight, slim trunk; large-leaved rich green foliage; symmetrical limb and twig pattern for year-around elegance.

• **STRENGTH** . . . upslanted branches to sturdily withstand wind and weather; deep down-growing roots for firm anchorage; vigorous resistance to fungus or virus disease and to drought.

• **ADAPTABILITY** . . . compact structure and dependable uniformity for matched landscaping effects; neat, graceful look for specimen plantings; narrow, upright shape permits close planting for windbreak or enclosure.

• **UNIQUE SUITABILITY FOR STREET PLANTING** . . . economy as to price, planting cost, and maintenance requirements; deep, narrow root system to avoid sidewalk cracking; slender, rising form without overhang to prevent traffic obstruction.

• **RAPID GROWTH** . . . just 5 years from sapling to tree.

• **CONVENIENCE** . . . slender, vertical contour, long trunk and non-surface rooting habit permit grass to grow freely right to trunk base; reproduction by grafting makes the Augustine Elm practically seedless and prevents springtime litter; pruning is reduced to minimum; can be transplanted easily and without setback.

**LINERS as well . . . NOW READY!**

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932 E. 50th St., Chicago 15, Ill.

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CITY \_\_\_\_\_ ZONE \_\_\_\_\_ STATE \_\_\_\_\_

list, followed by raspberry mosaic, mildew, strawberry diseases, apple scab, cedar-apple rust, fungus on alpine currant, botrytis blight on perennials and fusarium on gladioli.

White-pine blister rust is particularly bad in Wisconsin, Mr. Simmons said, and any nurseryman contemplating planting white pines would do well to check the hazards and understand the risks involved before carrying out his plan.

#### Nematode Damage

Abe Epstein, armed with what can only be described as a horrible example, described the effects of nematodes on nursery stock. The nursery industry has suffered considerably from these pests in the past few years, he said. They cause yellowing or general stunting of evergreens, as shown by the sample he brought to the meeting. By the time the effects have been noticed, the damage is done, and some tree further down in the nursery row is probably under attack, however healthy it may appear to be at the moment.

Mr. Epstein said that when insect damage, nutritional deficiency or excessive moisture cannot be pegged as the cause for evergreen yellowing, there is an unfortunate tendency to blame it on sour soil. Mr. Epstein

*For Top-Quality*

*Northern-Grown*

## ROSES

*In good assortment of patented and standard varieties.*

**BARE-ROOT**

**WRAPPED**

**POTTED**

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**MENTOR  
ROSE GROWERS, INC.**

**445 LITTLE MOUNTAIN RD.**

**MENTOR, OHIO**

**ARMINTROUT'S EVERGREEN NURSERY  
ALLEGAN, MICH.**

Seedlings—Transplants  
Finished Stock  
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ROSES • BULBS • PLANTS  
and SHRUBS**

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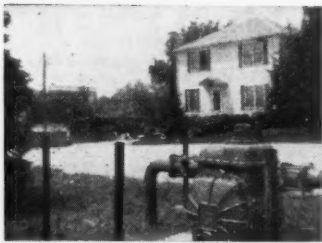
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**REMEMBER SHERMAN'S for . . .**

Alpine Currant  
Hydrangea P.G.  
French Lilacs  
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Shade Trees  
Evergreens  
Phlox  
Peonies  
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Under Lining-Out Stock

**McININCH GREENHOUSES**  
St. Joseph, Mo.

## GROW BLACKBERRIES

### EBONY KING and ELDORADO

(Select Strain)

Now you can be sure of a crop with plants grown free from sterility; no nonfruiting bushes. Nursery-grown stock. More information and prices on request. We invite commercial growers. 30 years of growing experience.

**KRIEGER'S WHOLESALE NURSERY**  
Bridgman, Michigan

## TOP-GRADE NURSERY STOCK

From Liners to Landscape  
See the classified columns  
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Center St. Perry, Ohio

## MAGNOLIA GROWERS

**LITTLEFORD NURSERIES**  
Vincennes, Ind.  
Phone: TUxedo 2-6808

said he doubted there is such a thing. Many times nematodes can be at the root of the problem, although only a laboratory check would be positive. Dagger and ring-type nematodes are the most harmful types on Wisconsin spruces, he said.

Mr. Epstein said that nematodes can live for many years in supposedly fallow soil, because they find some sort of weedy root to live on. Then, when evergreens are planted on this infested soil, they will not grow vigorously. He suggested soil fumigation before planting, a practice now followed regularly by many growers of lining-out stock.

Research is under way to develop chemical controls which can be used where plants are already growing, and there is hope that, in the future, some of these may solve the problem. Research is also being done in the area of biological controls, and these, too, are promising.

### Halliday Recommended

The W. N. A. passed a resolution asking the state department of agriculture to appoint Hubert E. Halliday to head the entomology department upon the retirement of the present state entomologist, E. L. Chambers, next summer. Mr. Halliday has been associated with the division of plant industry for many years, and, the nurserymen feel, is especially cognizant of their problems.

At its Friday afternoon business meeting, the W. N. A. authorized its board to seek a new meeting place for the 1961 convention. A change in convention dates from the second to the first Thursday and Friday in December has caused a conflict with the Schroeder hotel's schedule, making it necessary to seek the new location.

Tom Lied announced the formation of a Society of Professional Landscape Contractors in the Milwaukee area, succeeding an organization that was known as the Master Landscape Gardeners' Association.

Purpose of the new organization, Mr. Lied said, is to make the public aware of the profession, and, by means of an educational program, raise the standards of the profession as a whole. Efforts will be made to attract the best landscape gardeners into the group, each of whom will have to undergo a rigid examination of his qualifications. Mr. Lied said it was hoped this would be a pilot organization for others across the country.

Roy Clavey, regional director of the A. A. N., spoke briefly to the group on Friday afternoon on the advantages of belonging to the

# THE MEAD NURSERY

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Wholesale Growers  
of Landscape Stock

**French Lilacs**

**Flowering Crab Apples**

**Honey Locusts**

**Maples -- Willows**

**Canoe Birches**

**Euonymus Fortunei**

**Pfitzer Junipers**

Write for List

## EVERGREEN SEEDLINGS and TRANSPLANTS

### For Spring Delivery

	Per 1000
<b>Colorado Blue Spruce</b>	
4-yr., T., 7 to 14 ins.	\$75.00
4-yr., T., 4 to 7 ins.	50.00
<b>Norway Spruce</b>	
4-yr., T., 10 to 16 ins.	55.00
2-yr., S., 4 to 8 ins.	18.00
<b>White Spruce</b>	
4-yr., T., 10 to 16 ins.	49.00
4-yr., T., 5 to 9 ins.	32.00
<b>Black Hills Spruce</b>	
4-yr., T., 8 to 12 ins.	60.00
<b>Concolor Fir</b>	
4-yr., T., 5 to 10 ins.	85.00
4-yr., T., 3 to 5 ins.	50.00
<b>Blue Douglas Fir</b>	
4-yr., T., 7 to 12 ins.	50.00
4-yr., T., 5 to 7 ins.	40.00
<b>Gray Douglas Fir</b>	
4-yr., T., 12 to 20 ins.	60.00
4-yr., T., 8 to 12 ins.	45.00
2-yr., S., 4 to 8 ins.	18.00
<b>Balsam Fir</b>	
4-yr., T., 9 to 14 ins.	60.00
2-yr., S., 2 to 4 ins.	12.00
<b>Scotch Pine (Spanish Sierra or French Auvergne)</b>	
3-yr., T., 7 to 14 ins.	
5 to 12 branches per plant..	45.00
2-yr., S., 7 to 10 ins.	15.00
<b>Scotch Pine, nonyellowing</b>	
4-yr., T., 12 to 16 ins.	60.00
8 to 12 ins.	35.00
<b>Scotch Pine (Bavarian)</b>	
4-yr., T., 10 to 14 ins.	50.00
6 to 10 ins.	30.00
<b>Scotch Pine (Austrian Hills)</b>	
4-yr., T., 12 to 16 ins.	40.00
2-yr., S., 8 to 12 ins.	15.00
<b>Austrian Pine</b>	
4-yr., T., 12 to 16 ins.	55.00
3-yr., T., 6 to 10 ins.	40.00
3-yr., T., 4 to 6 ins.	20.00

Full satisfaction guaranteed. All transplants are very heavily branched.

**W. S. YOE NURSERIES**  
Madison, Ohio

A. A. N. Robert Gieringer and Ken Greaves, both of Milwaukee, were designated as the Wisconsin chapter's delegates to the national A. A. N. convention.

### Social Events

While the nurserymen met at the Schroeder, their wives enjoyed a day out at the new Milwaukee Inn motor hotel. A noon luncheon in the Michigan room was followed by games and cards. The committee for the ladies' program was Lorraine Groth, chairman; Rhoda Ehr, and Mary Petranek, all of the Milwaukee area.

General convention chairman was Ronald Klokner, Klokner Bros., Inc., Wauwatosa. Committee chairmen were Wade Kumlien, registration; Ralph Petranek, publicity; Ray Eschrich, banquet, entertainment and decorations; Nick Ehr, exhibits, and Tom Lied, advertising in annual book.

Social highlight of the convention was the annual banquet, held at the beautiful Chalet on the Lake. Wade Kumlien was toastmaster of the banquet, which honored E. L. Chambers, state entomologist. Entertainment was provided by magician Jack Plye, and dancing to the Ray Simmons orchestra followed.

### NEWEST BULB FILM

"The Magic Carpet of Tulip-land," a new film featurette in Kodachrome, 16-mm sound picture, produced for the Associated Bulb Growers of Holland by Maurice Groen, of D. P. M. Productions, is a vivid panorama of the many wonders that make up the Netherlands.

Highlights of the film include scenes of greenhouses and research laboratories maintained by the bulb growers to assure new varieties and constant high quality. Other views show the parades of floats created from bulb flower petals and the springtime spectacle of Kuekenhof's bulb flowers.

Pictures of old windmills and canals and new apartment buildings and shopping centers provide a contrast throughout this 27-minute film, which will be available free of charge to adult groups of 50 or more persons through Films of the Nations Distributors, Inc., 62 West 45th street, New York, N. Y.

FORMAL opening of the new branch of the Florida Nursery & Landscaping Co., at 402 South Dixie Highway, Cocoa, Fla., was held November 28. Jack Siebenthaler is the manager.

## MARSHALL NURSERIES

Arlington, Neb.

Phone: 25

### QUALITY EVERGREENS

#### FIR:

Concolor, 7 to 8 ft., 8 to 9 ft. and 9 to 10 ft.

Douglas, 6 to 7 ft., 7 to 8 ft. and 8 to 9 ft.

#### JUNIPER, SCOPULORUM:

Colobblue, fair blue, in sizes from 4 ft. up to 7 ft.

Cologreen, attractive green, in sizes from 3 1/2 ft. up to 8 ft.

Hill's Silver, in sizes from 3 ft. up to 5 1/2 ft.

Sutherland, blue-green, in sizes from 3 ft. up to 5 1/2 ft.

#### JUNIPER, VIRGINIANA:

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Canaert, deep green, in sizes from 3 ft. up to 5 ft.

Compact Canaert, deep green, in sizes from 3 ft. up to 4 1/2 ft.

Dundee, good green, in sizes from 3 ft. up to 4 1/2 ft.

Manhattan, blue-green, in sizes from 3 ft. up to 5 ft.

BLACK HILLS SPRUCE, in sizes from 2 1/2 ft. up to 6 ft.

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Compact Pfitzer Juniper, in sizes from 1 1/4 ft. up to 2 1/2 ft.

Natural Pfitzer Juniper, in sizes from 1 1/4 ft. up to 3 ft.

#### GLOBE EVERGREENS:

Von Ehron Globe Juniper, 15 to 18 ins. and 18 to 24 ins.

#### POTTED EVERGREENS:

Douglas Fir, 9 to 12 ins., 2 1/4-in. pots, potted spring, 1960

Austrian Pine, 9 to 12 ins., 2 1/4-in. pots, potted spring, 1960

Black Hills Spruce, 9 to 12 ins., 2 1/4-in. pots, potted spring, 1960

Compact Pfitzer Juniper, 2 1/4-in. pots, potted spring, 1960

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8 to 10 ft. ....	\$ 3.70
1 1/2-in. cal. ....	4.75
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2-in. cal., B&B. ....	15.25

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Flowering Crab Apples, 6 to 8 ft.

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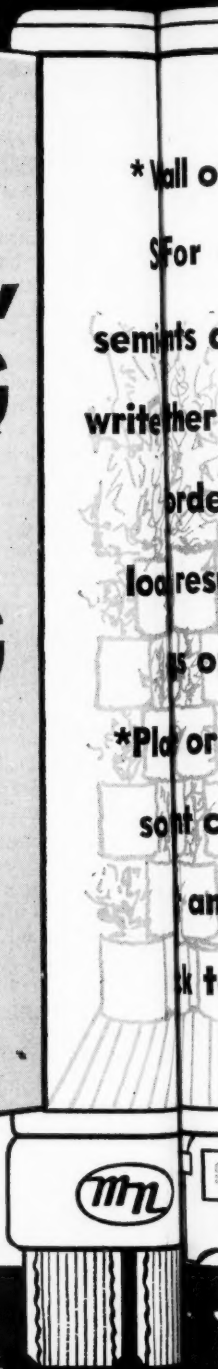
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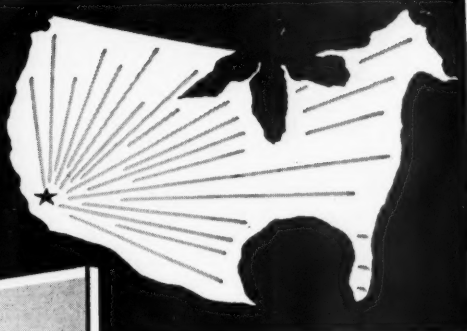
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load result in additional  
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No matter where you live, we share  
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# THIS BUSINESS OF OURS

*Reflections on the Problems of Nurserymen*

*By E. Sam Hemming*

## WAGE AND HOUR LAWS

The comments by John J. Pinney in a recent article in this magazine about the price-cost squeeze in the nursery industry, with accent on the wage and hour law and the recent public consciousness of the plight of the migratory agricultural laborer portend early legislative action in this field. Additional emphasis in the field is forecast by the recent election and by the widely publicized TV show entitled "The Harvest of Shame." There is little doubt that action in these two related areas of concern will have considerable effect on the nursery industry.

Mr. Pinney, in his comments on the industry's reaction to higher wages and prices, seems to believe that nurserymen will be hurt and have already missed the boat. From personal experience I believe I am able to discuss both subjects, the first from actual trial and the subject of migratory labor by a close but dispassionate and unconcerned proximity to the problem.

For about 15 years my firm has followed wage and hour regulations both as to the rates and to the overtime provision regardless of the agricultural exemption. The decision to do this was made for two reasons: So that we might compete for labor with small local industries and with the belief that it was a just and good idea.

## Effects of Law Told

A discussion of its effect on my own firm, and on the 10 year-round employees, should be twofold; the question of whether it has been worthwhile from an employee relations standpoint and how it has concerned the course of business.

My employees at Eastern Shore Nurseries, Inc., Easton, Md., are also covered by social security, unemployment where it applies, American Association of Nurserymen insurance, Blue Cross insurance and workmen's compensation. If asked whether it has benefited me in any way, superficially I might have doubts, but after some reflection I realize several advantages. When my competitor remarks, "You seem to have enough help; I can't get enough," I know I get a measure of

benefit. Also, when I think how long some have stayed (two more than 25 years and one 14 years, while others have worked until they retired for age or for health reasons), I realize another benefit. Nevertheless, I cannot avoid the listless and/or stupid worker, the troublemaker or the man who gets bored after a couple of years. Most of these leave of their own accord; a few are discharged.

The policy has probably materially affected the business. I am sure it has been a personal sacrifice in that it has reduced profit. It affects the speed with which jobs both on and off the nursery are done when an attempt is made to give year-round employment without additional transient help. The policy has also decidedly influenced the choice of material; the perennial section has almost completely fallen by the wayside. It has encouraged us to empha-

size the growing of choice plants and shade trees where competition is less keen and the price remains steady. The extremely choice which take many years, like English boxwood and Nordmann firs, can only be grown in modest quantities. A request to grow yews in quantity for a small-margin wholesaler could not be met, although the firm can meet the regular trade prices. It was found necessary in landscape work to go after the jobs where the competition is not too keen, and quality and considerable labor are required.

Mr. Pinney remarked on the low wages some southern nurseries pay; one can certainly realize it when he is tempted to buy shade trees from these sources. Invariably the trees produced a 100 per cent loss when planted out, indicating poor treatment of the bare-root plants at some stage of digging or handling procedures.

## Migratory Labor Problems

With regard to migratory labor, I have never had personal experience with it but have watched its economic effect for over 30 years. In two adjoining counties there was in the past substantial farming of cucumbers, canteloupes, strawberries, beans, tomatoes, peas, corn and other

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ONARGA, ILL.

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Evergreen Liners  
Ornamental Shrubs  
Fruit Trees  
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Philadelphia Minnesota Snowflake (Plant Patent No. 538).  
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\$22.50 per 100; \$210.00 per 1000

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Truly one of America's finest shade trees. Proved by more than 30 years of careful observation under various conditions.

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Growers of a complete line of nursery stock.

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Redmond Linden planted 7 years ago.

Wholesale Prices for Spring, 1961  
F.O.B. Fremont, Neb.

	Per 10	Per 100
2-yr., 9 to 10 ft.....	\$42.50	\$400.00
2-yr., 8 to 9 ft.....	37.50	350.00
2-yr., 7 to 8 ft.....	32.50	300.00
2-yr., 6 to 7 ft.....	27.50	250.00

Write for prices on larger 3-yr. grades.  
Terms: Per our published list.



## Hardy Northern-Grown Stock at WHOLESALE

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Write for Price List.

Box 457, LAKE CITY, MINN.

crops, and the area was dotted with small canneries and pickle factories and had one large canning factory. This situation existed (I question whether it thrived) for many years on part-time help and migratory labor. Neither the local part-time help, the migratory help nor the sociologist was happy about the situation in the past, and they certainly are not happy about the situation now. Because the prices of truck crops stayed low and the wages of labor, though it was poor and difficult, rose, something happened. Nearly all the canneries and pickle factories closed; the farmers now grow field corn and soy beans, and chickens in broiler factories; the large canning factory, once locally owned, is now owned by a national

concern and operated intermittently. The one large town is almost paralyzed economically, and the labor force that once complained now wishes it had its factory back.

One familiar with prices over the years can see why. Years ago when labor was 25 cents an hour, good strawberries were 20 to 25 cents a quart in season, while today they are only 39 to 49 cents when labor is \$1 per hour. Similarly, raspberries were 25 cents a pint; today they do not show up on the markets. Other crops have followed the same pattern. All my life, crops such as apples and peaches have stayed in the same price range. Every food crop grown today should really bring two to three times what it brought at the farm in 1939.

Both agricultural labor and agricultural migratory labor are going to receive attention and aid because they have been depressed, but they have been depressed because the city industrial worker and others have not paid the proper price for food. When corrective action is taken, one of two things will happen; the price of food is going up or it is not going to be produced. Invariably at such times someone must be hurt and most of the time the unexpected happens. The same can be said of the nursery business, for it is close to this situation.

BEGINNING a new nursery, Evergreen-Acres, 5005 McKinley road, Flushing, Mich., is William Berth, who is growing blue spruce.

## LINING-OUT SPECIALS

	Per 100	Per 1000
<b>Cotoneaster acutifolia</b>		
12 to 18 ins. ....	\$ 7.00	\$ 65.00
9 to 12 ins. ....	6.00	55.00
6 to 9 ins. ....	5.00	40.00
3 to 5 ins. ....	3.00	25.00

<b>Dwarf Colorado Ninebark</b> (Physocarpus Monogynus)		
12 to 18 ins. ....	7.00	65.00
6 to 12 ins. ....	5.00	45.00

<b>Zabeli Honeysuckle</b> Pure strain guaranteed.		
18 to 24 ins. ....	11.00	100.00
12 to 18 ins. ....	8.00	75.00
9 to 12 ins. ....	6.00	55.00

<b>Sachalin Honeysuckle</b> (Lonicera maximowiczii sachalinensis)		
A true red honeysuckle.		
18 to 24 ins. ....	15.00	140.00
12 to 18 ins. ....	12.00	110.00
9 to 12 ins. ....	9.00	85.00

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<b>Zabeli Honeysuckle</b> Pure strain guaranteed.		
18 to 24 ins., br. ..	15.00	140.00
12 to 18 ins., br. ..	11.00	100.00

## SUMMIT NURSERIES, INC.

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## WE CAN STILL FURNISH THE FOLLOWING:

	Per 100	Per 1000
<b>Red-Leaved Barberry</b>		
6 to 9 ins. ....	\$ 5.00	\$ 45.00
9 to 12 ins. ....	7.50	65.00
12 to 18 ins. ....	12.50	100.00
<b>Washington Hawthorn</b>		
6 to 9 ins. ....	7.50	65.00
2-yr., 9 to 12 ins., root-pruned ....	15.00	125.00
2-yr., 12 to 18 ins., root-pruned ....	22.50	200.00
<b>European Mountain Ash</b>		
4 to 6 ins. ....	25.00	
6 to 12 ins. ....	7.50	65.00
<b>Syringa vulgaris</b>		
2-yr., 6 to 12 ins. ..	7.50	65.00
2-yr., 12 to 18 ins. ..	10.00	85.00
2-yr., 18 to 24 ins. ..	15.00	125.00
<b>Viburnum lentana</b>		
2-yr., 6 to 12 ins. ..	10.00	85.00
2-yr., 12 to 18 ins. ..	15.00	125.00
<b>Viburnum opulus</b>		
2-yr., 6 to 12 ins. ..	10.00	85.00
<b>Viburnum sieboldi</b>		
6 to 12 ins. ....	10.00	85.00
<b>Viburnum tomentosum</b>		
6 to 12 ins. ....	10.00	85.00
12 to 18 ins. ....	17.50	150.00
<b>Taxus capitata</b>		
2-yr., S. ....	6.50	50.00

**NEWPORT NURSERY CO.**  
Newport, Mich.

## COVER ILLUSTRATION

### Fagus Sylvatica Laciniata

The cut-leaved English beech, *Fagus sylvatica laciniata*, has long been an outstanding ornamental tree, both in this country and abroad. The specimen in the photograph reproduced on the cover is growing in the Arnold Arboretum. It was obtained from the famous Waterer & Sons Nursery, in England, in 1886. Now, nearly three quarters of a century later, it is still in perfect health, over 50 feet tall and considerably broader.

It is obvious, from this photograph, that such specimen trees should be grown with their branches sweeping the ground. They are not for the small property, if they are to be enjoyed at their mature size. Like other members of the fagus genus, they can be sheared, actually heavily sheared, and forced to grow in hedge form, but it seems unnatural to treat a beautiful tree in this fashion.

This variety has been confused somewhat with the fern-leaved beech, *F. sylvatica aspenifolia*, which is also a beautiful specimen. This latter form has much narrower leaves, sometimes almost lineal, and the leaves on a single tree vary considerably in their shape, also. The cut-leaved beech has wider leaves, more regularly serrated or deeply cut in the leaf margin.

Donald Wyman

### PROPAGATORS' TOUR

[Continued from page 10]

bats, treated pine beams and an outer hull of galvanized steel sheeting. The 12x40x50-foot building was constructed without masonry in the walls, which helped to hold down construction costs yet provided a facility with all of the requirements for an ideal nursery storage. The storage has a concrete floor, walls with a double layer of 1½-inch staggered bats of blue, fire-resistant Styrofoam, and an insulated roof making use of two layers of 2-inch Styrofoam. The details of construction were reported in the June 15, 1959, issue of the American Nurseryman.

Richard Bosley then showed the group a trailerload of 2-year hollies, which had just been sprayed with Leaf Shine, a proprietary compound which greatly enhanced the appearance of the foliage. These well-shaped, female plants had been grown for one year in bands and had then been placed in 1-gallon contain-

## THE Moraine® Locust

a proven profit-maker

Guaranteed seedless and thornless, the Moraine Locust is virtually complaint-free. Many nurserymen consider it their most profitable single plant.

### ONE-YEAR TOP, 3-year ROOT, Once Transplanted:

	10 to 49	50 to 249	250 or more
5 to 6 ft., whips ..	\$2.25	\$2.00	\$1.80
5 to 6 ft., br. ....	2.75	2.50	2.25
6 to 7 ft., whips ..	2.75	2.50	2.25
6 to 7 ft., br. ....	3.35	3.00	2.70
7 to 8 ft., whips ..	3.35	3.00	2.70
7 to 8 ft., br. ....	4.00	3.60	3.25

LARGER SIZES AVAILABLE—Prices on Request

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### SWEETHEART IVY

(Hedera Helix 238th St.)  
Lovely heart-shaped leaves on sturdy stems. Extremely hardy.

	Per 100	Per 1000
Rooted cuttings .....	\$10.00	\$ 80.00
2¼-in. pot plants .....	25.00	200.00

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Growers of Lining-Out Stock  
Taxus—Pyracantha—Cotoneaster  
Shumardi Oak Seedlings  
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Growers of Quality Evergreens  
Lining-out Stock a Specialty

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Excellent dwarf evergreen hedging plant. Resembles boxwood and can be sheared to maintain a low border up to 12 ins. high.

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For the finest in

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Write—  
**Forrest Keeling**  
Nursery  
Elsberry, Mo.  
Hugh Stevenson, Prop.

**MISSOURI GROWN IS HARDY...**

ers containing a 50-50 mixture of sand and peat. They had then been grown for one year, with frequent trimmings to produce a well-shaped, compact plant.

#### Plastic Shelter

Richard Bosley also described an efficient method for protecting container stock overwinter, which made use of concrete blocks set on end, pipe and arched snow fencing, covered with polyethylene plastic. Two rows of containers, one on top of the other, were stacked in this shelter, which almost eliminated any loss and resulted in plants with good leaf color for spring sales. This same structure has been used successfully to force potted roses for spring sales.

Also displayed was a Ford 541 Offset, Workmaster tractor, which has been adapted for general nursery use. General row spacing employed by Bosley's varies between 42 and 48 inches, depending on the stock, the equipment to be used in maintaining the material and the length of time the plants will remain in the field.

The group then stopped at Hellriegel's restaurant, Painesville, where a delicious roast beef dinner was served. After dinner, the group was split, with buses going to alternate nurseries or the Holden Arboretum.

Phillip Bentley, Bentley's Hardy Plants, Mentor, welcomed the group at another early stop. The 20-acre nursery, started by Mr. Bentley in 1954, grows a complete line of perennials for bare-root sale. The nursery has a new 25x87-foot greenhouse, which is used to propagate perennials from seeds, cuttings, divisions and grafts. Many of the cuttings are treated with Hormodin No. 1, which speeds up rooting and gives a well-rooted cutting, which is either potted or placed directly in the field row. Phlox, poppies and rudbeckia are commonly propagated from root cuttings, while iberis, dianthus and similar materials are grown from softwood cuttings. Mr. Bentley explained that one of the biggest problems in coldframes has been mice. These have been controlled with warfarin, mixed with a suitable bait.

In another stop E. Stroombeek, who was on the site committee and one of those responsible for the tour, showed the group two Mylar-covered greenhouses that were recently built on his nursery at North Madison. The two houses, about 17½x28½ feet, joined a large cinder block boiler and workroom. Mr. Stroombeek explained that the workroom had been designed large enough to service additional greenhouses as they

## New and Coming Sure-Fire Roses



**DRESDEN** (Plant Patent No. 1857), retail \$3.50. One of the finest new roses of the world. Vigorous hybrid tea bush producing prize-winning quality blooms, 55 or more petals. Color is white with very light pink blush. In warm weather the bloom is often pure white. The dark green foliage is disease resistant. This variety has been tested and enthusiastically received in all parts of the country.

**PUREGOLD** (Plant Patent No. 1859), retail \$3.00. A rich yellow-colored hybrid tea with long pointed bud and color that never fades. Bloom repeats well. Very lustrous foliage.

**BROCADE** (Plant Patent No. 1856), retail \$3.00. A bicolor rose-pink and white hybrid tea. Tall-growing bush produces flowers almost as large as Peace. Flowers have firm texture and nice fragrance.

**BINGO** (Plant Patent No. 1392), retail \$2.50. A luminous deep red hybrid tea with grandiflora tendencies. Has been gaining in popularity each year since introduction. Rated 7.7 on list of high-rated red hybrid teas. Wonderful fragrance.

**PINK FRAGRANCE** (Plant Patent No. 1493), retail \$2.25. A deep pink hybrid tea with excellent bud form and very lustrous foliage. Delightful strong fragrance. Excellent repeat bloomer.

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Ilgenfritz Since 1847

Box 665

Monroe, Mich.

## EVERGREEN FARM NURSERY

### Scotch Pine

French Green, Scotch Highland, East Anglia

	Per 100	Per 1000	Per 1000	Per 1000
			10,000	100,000
(2-0), 2 to 4 ins. ....	\$3.00	\$11.00	\$10.00	\$ 8.00
(2-0), 3 to 6 ins. ....	3.50	16.00	15.00	12.50
(2-0), 4 to 8 ins. ....	4.00	20.00	18.00	15.00
(3-0), 7 to 14 ins. ....	4.50	21.00	20.00	17.50

### Austrian Pine

(2-0), 3 to 6 ins. ....	3.50	13.00	12.00	....
(3-0), 4 to 10 ins. ....	4.50	20.00	18.00	....

#### SPECIAL OFFER:

French Green or East Anglia

(4-0), 10 to 20 ins., \$12.00 per 1000

No shipping. Sold at nursery only.

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Norway Spruce - Colorado Blue Spruce  
Black Spruce - White Spruce - Douglas Fir  
Seedlings and Transplants

Visitors Invited

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**TREES FOR AMERICAN GARDENS**, by Donald Wyman. 745 recommended trees, 1600 species and varieties. \$8.00. American Nurseryman, Chicago 4, Ill.

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cottage  
gardens**



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2707 W. St. Joseph St., Lansing 17, Mich.  
Phone: IV 2-9021 or IV 2-9276

**Berberis Crimson Pygmy**

	100	1000
	rate	rate
2-yr., T., 4 to 6 ins., bushy..	\$0.35	\$0.30

Ask for complete list.

**Northern-Grown Liners  
Christmas Tree Seedlings  
Potted Evergreens**

Send for price list.

**JOHN G. ZELENA EVERGREEN NURSERY**  
Rt. 2, Grand Haven, Mich.



Wholesale growers of the best  
Ornamental Evergreens  
Deciduous Trees  
Shrubs and Roses

Write for our current trade list.

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1251 Madison Ave. PAINESVILLE, O.



**Scarff's Nursery**

FRUITS  
ORNAMENTALS  
LINING-OUT STOCK

Send for Complete Trade List.  
NEW CARLISLE, O.

might be needed for future expansion. The greenhouses made use of 2x4-inch purlins, with Mylar attached on the outside and polyethylene sheeting stapled on the inside. Rhododendrons that had been stuck the latter part of September were already rooting in flats containing 50-50 peat and perlite. Humidity was maintained through the use of a Defensor humidifier unit (model 3001). Molds are controlled by spraying the cuttings with captan approximately once a week or by the addition of a fungicide to the water pan under the humidifier unit during cool weather.

The last stop on the tour was made at the Holden Arboretum, where Lewis Lipp, member of the Plant Propagators Society and horticulturist for the arboretum, welcomed the group. The arboretum covered some 500 acres five years ago and today has about 1,700 acres under its care and management. Mr. Lipp explained that the arboretum now has about 2,000 members and hopes to expand its services and facilities in the years ahead. There are now about 3,600 different plants in the arboretum, and new plants from Sweden, Scotland, England, Switzerland, Germany and many other parts of the world are being added to the inventory in increasing numbers. It was explained that it was the job of the arboretum first to obtain these plants from any known source in the world. They are then propagated and grown for observation in replicated trials in a nursery. After proper evaluation they are either planted out in the arboretum for further evaluation and adaptation studies or placed in a permanent nursery block.

Under development is a street tree planting trial, where a variety of trees which have characteristics that might lend them to this use will be planted 90 feet apart in rows. An interesting activity sponsored by the arboretum was a labeling project, in which the Girl Scouts prepared permanent signs on a Graphotype labeling machine. Under the guidance of arboretum personnel, these signs will be used to mark plant materials in community parks and plantings. In a comprehensive study on growing media for rhododendrons, all combinations of shredded pine needles; Ohio, Michigan and German peat; perlite, and Styrofoam were being tested.

In another study seeds of Rhododendron schlippenbachii had been irradiated with cobalt 60 for 11 minutes, with a dose of 1,600 rads. Seeds of the sugar maple had also

been irradiated in an attempt to obtain seedlings that would be resistant to verticillium wilt. The group then inspected the greenhouses, where a wide variety of plant materials was in various stages of growth and reproduction.

Climaxing the tour, the membership of the Plant Propagators Society and the Lake County Nurserymen's Association were treated to an oyster supper, held in the packing shed of the Gerald Klyn Nursery, Mentor. The meal was served by the wives of members of the Lake County group, who, with the Seward Transportation Co., and the New Yorker Bag & Burlap Co., sponsored the supper, which climaxed a never-to-be-forgotten day. J. P. M.

### N. L. N. A. DOINGS

The N. L. N. A. notes sent to members of the National Landscape Nurserymen's Association last month contains numerous suggestions on promotion, selling, publicity and the like, short and pertinent, from the executive secretary, Mrs. Alice F. Smart, who is herself the publicity director of the Florida Nursery Co.

She describes the results of a questionnaire to determine the needs of residents of a new area, as carried out by Jack Siebenthaler, manager of the new branch of the Florida Nursery Co., at Cocoa, Fla. At a cost of approximately 25 cents each, the survey was completed of 104 residents of houses valued at \$15,000 to \$20,000 each, of which fully half turned out to be excellent prospects.

Help is offered on garden releases in local newspapers if members desire them. References are given to valuable articles specially worth reading in various publications; they include a couple from the American Nurseryman, and leading the list for recommended reading was "Marketing in the Nursery Business," on page 9 of the November 15 issue.

### GRIFFIN EXPANSION

Griffin's Nurseries, Southwick, Mass., which have operated as a general nursery for the past 20 years under the ownership of Raymond G. Griffin, have opened a new nursery at Crossnore, N. C.

The new nursery, consisting of 20 acres, was started five years ago in the Blue Ridge mountains for growing of native broad-leaved rhododendrons and other ericaceous material. Japanese yews are also being grown.

Raymond L. Griffin, son of the owner, is supervising the new venture.

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### 5-N-1 Apple (5 different apples.)

Apple orchard on one tree.

4 to 5 ft., 9/16-in. cal. ....	11.00	100.00
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(Red-Flowering Dogwood)

18 to 24 ins. br. ....	14.00	125.00
24 to 30 ins., br. ....	16.50	150.00
30 to 36 ins., br. ....	22.00	200.00
3 to 4 ft., br. ....	38.50	350.00
4 to 5 ft., br. ....	50.00	450.00

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(Pink-Flowering Dogwood)

18 to 24 ins., br. ....	8.00	70.00
2 to 3 ft., br. ....	10.00	90.00
3 to 4 ft., br. ....	17.50	150.00
4 to 5 ft., br. ....	30.00	250.00

#### Cornus florida

(White-Flowering Dogwood)

2 to 3 ft., br. ....	4.50	35.00
3 to 4 ft., br. ....	7.50	60.00
4 to 5 ft., br. ....	12.50	100.00

#### Cornus florida plena

(Double White-Flowering Dogwood)

18 to 24 ins., br. ....	10.00	90.00
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WRITE FOR DESCRIPTIVE CATALOG

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# PLANT NOTES HERE AND THERE

By C. W. Wood

## Scabiosa Caucasicca

I was told by a friend this past summer that he never really succeeded with *Scabiosa caucasicca* despite all the care he gave the plants, and he wondered if it was his lack of skill or if the plant is hard to please. I, and many more gardeners, have had the same experience, but it does not relieve my frustration. He thought that a resume of the subject gathered from my notes and letters might be helpful to American Nurseryman readers.

If nurserymen meekly accept the often-repeated statement that the climate of the eastern United States is unsuited to the culture of the Caucasian scabious, they are denying themselves one of the best of all cut flower perennials. Most experienced gardeners will admit, I believe, that the trying eastern summers are not likely, despite one's best care, to give one the outstanding product grown in western Europe, especially in the cool, moist climate of Great Britain, and in the Pacific northwest. But some inquiring gardeners have found that a little coaxing will go a long way toward making the plants a little happier here.

I have long had a theory in connection with the behavior of different plants among seedlings. Once in a while there will appear among *scabiosa* seedlings a plant which shows by its vigorous growth and behavior that it has something lacking in the others. Plants grown subsequently from divisions of the husky one will retain its strong characteristics, giving the gardener a good start toward something really good. That is the way the strong clones start, and it was no doubt the way a clone, Blue Snowflake, came on the scene many years ago. Although Blue Snowflake was one of the most accommodating scabiosas for conditions in the eastern and midwestern states, giving good cutting material in the midsummer days when ordinary kinds melted away in the heat, it seems to have missed the boat in these modern days, for I do not hear of it any more. There are some things, however, that one can do for his scabious plants to make their lives a little more livable.

A liberal amount of lime thoroughly incorporated in the soil some

time before planting and then a light application each succeeding autumn will be found beneficial, according to most experienced gardeners. A large quantity of humus in the soil is also a necessary part of the successful culture of the plant. In fact, humus is of even more importance than lime, I believe, and well-rotted strawy manure was the best form of humus that I found.

If the plants are treated as recommended and are supplied with moisture from spring until fall, one should have an abundance of good cut flowers throughout the season. And I found that, in naturally light soil, a good heavy mulch between the rows and between the plants in the rows, deep enough to solve the

weed problem, too, went a long way toward insuring success.

## Petrophytum

As botanists look at things, the genus *petrophytum* is closely related to *spiraea* and, in fact, was included with it (*spiraea*) by the early systematists. The differences between the genera are based on minor technical factors. The botanists speak of at least five species, on only three of which have I any personal knowledge. These are *Petrophytum caespitosum*, *P. cinerascens* and *P. hendersoni*.

Of these, the first named would be my choice as a garden plant for its foliage alone. And I am sure that any gardener-clients would find its

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<b>JUNIPER, VIRGINIANA KETELEERI</b>	
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24 to 28 ins. ....	1.00
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<b>ILEX OPACA</b> (American Holly)	
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little, silky, gray leaves a gratifying ornament for wall or slope. Its beautiful mat makes a splendid background for the little 3-inch spires of white spirea flowers, when it can be induced to bloom. I am not ready to say that it is a shy bloomer; rather, I believe that my cultural practices were at fault, but that will have to wait on other experimenters, for I will probably never grow any of them again. It has been a quarter of a century since it was in my trials, but I remember it as one of the choicest little evergreen shrubs that I ever grew.

In my trials, as I remember it now and as my notes reveal, *P. hendersoni* was almost as desirable as a garden plant. It lacked some of the silkiness of the other, to be sure, but instead had the charm of leaves bluish on top, with a touch of pinkish-lavender beneath, the entire leaf assuming bronzy tints at the approach of cold weather. It was slightly larger than the first named, making a mound up to six inches in height, with larger heads (to three inches in length) of white flowers, earlier than the other.

The only recommendation for *P. cinerascens* over the other two that I noticed in my trials was its amiable disposition, making it easier to man-

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## LINERS FROM OPEN BEDS

All our cuttings are rooted in soil in outside beds under mist — then hardened off and thoroughly established in the soil where they make a mature, hard root system and often some top growth. Many of these rooted cuttings will have to go into 3-in. or larger pots. Better not plan on putting any except the smallest in 2½-in. pots because they just won't fit. Of course, some of the *Ilex crenata* varieties and some of the others can go in pots that small. Some of our friends put the larger rooted cuttings right out in the field and usually have good luck with them, if planted at the right time; that seems a little radical to us and we don't recommend it. However, any plant we list as a bed-grown liner is ready for the field. Mo., Yr.—date rooted BG—bed-grown RC—rooted cutting C—cuttings Field—field-grown S—seedlings Arborvitae—See Thuja

**Berberis Crismum Pygmy**—RC, July 60, 3 to 5 ins., nearly all pretty well-branched to fairly bushy, 12c; light, BG, liners, 18 mos. old, branched to fairly bushy, 6 to 9 ins., 18c; heavy, BG, liners, 6 to 9 ins., bushy, 25c; heavy, BG, 5-yr., 9 to 12 ins., bushy, 40c.

**Berberis Julianae**—The hardiest evergreen barberry—C, rooted Aug. 60, 5 to 6 ins., 9c; C, rooted Aug. 59, ready for field, 12 ins. and up, but not branched, 15c.

**Berberis Julianae nana**—Compact growth, darker green leaf, may be even hardier. RC, Aug. 60, 5 to 6 ins., 10c; C, rooted Aug. 59, ready for field, 8 ins. and up, but not branched, 17c.

**Berberis Julianae pyramidalis**—RC, 20c.

**Berberis mentorensis**—RC, Aug. 60, 5 to 6 ins., 7c; C, rooted Aug. 59, ready for field, 10 ins. and up, but not branched, 10c.

**Biota**—See Thuja.

## FLOWERING QUINCE

**Chaenomeles (Cydonia)**—On own root from softwood cuttings. No suckering from these plants. In our experience, Flowering Quince on its own roots grows and flowers much better than it does if grafted on anything. We still have more than 50 different varieties in our trial grounds.

**Nivalis**—Pure white, the best of the white-flowering quinces. Vigorous upright—RC, June 60, need to be potted or bedded, 10c; BG, liners, 8 to 15 ins., 18c; 15 to 24 ins., 24c; field, A. N. grading, 12 to 18 ins., 40c; 18 to 24 ins., 60c.

**Texas Scarlet**—Red, spreading grower, wider than high. An excellent foundation plant, never gets too tall. Showier than an azalea. The best for training because of the profuse red flowers on a compact, low plant. It is the prettiest quince and maybe the prettiest plant we ever saw in a can. RC, June 60, pot or bed them, 10c; BG, liners, 8 to 15 ins., 20c; field, A. N. grading, 12 to 18 ins., 45c.

**Toyonishiki**—From Japan through the Morton Arboretum. Pure white, pure pink and pink and white flowers at random on the same branch. Some plants throw single branches of pure red flowers. A most remarkable effect. A clean, upright, vigorous grower. RC, June 60, 20c; BG, liners, 10 to 20 ins., 35c.

**Simoni**—Deep, deep red. The deepest red of all. A world-famous, old variety. A restrained grower of rather exotic branching habit. RC, June 60, small, pot or bed them, 30c; BG, liners, partly branched, 9 to 15 ins., 60c; 15 to 24 ins., 95c.

**Ruby Glow**—The deepest red (except Simoni) of the more than 70 varieties I have had, upright, vigorous—RC, June 60, 15c; BG, liners, 8 to 15 ins., 25c; 15 to 24 ins., 35c.

**Phyllis Moore**—From Arnold Arboretum. Fully double, red flowers in separate clusters, very beautiful and very different. BG, liners, partly branched, 15 to 24 ins., \$1.50 (it is extremely difficult to root).

age in this northern Michigan climate. It lacks only some of the silkiness of caespitosum and the foliage color of the other, and perhaps a little of the head size of both. It is comparable to *P. hendersoni*, and it was definitely easier to grow than either of the other two, though none is really difficult to grow under proper conditions.

One requirement, I believe, is root moisture or at least a cool root run,



**Crimson Beauty** and real *Japonica alpina*—ask.  
**Cherry laurel**—See *Prunus*

**Eunonymus alatus compactus**—RC, June 60, strong tips, 5 to 7 ins., 8c; C, rooted Aug. 59, BG, ready for field, nearly all are lightly branched, 7 ins. and up (some up to 20 ins., you can just cut them back), 14c.

**Ginkgo biloba**—1-yr., S, 6 to 10 ins., 8c, \$70.00 per 1000; 2-yr., S, 10 to 15 ins., 12c, \$110.00 per 1000; 15 to 24 ins., 17c, \$160.00 per 1000.

## HOLLY

**Ilex cornuta femina**—RC, Aug. 60, strong tips, 4½ to 5½ ins., 6 to 12 leaves, heavily rooted, 8c.

**Ilex cornuta burfordii**—RC, Aug. 60, strong tips, 4½ to 6 ins., 6 to 12 leaves, heavily rooted, 8c; C, rooted Aug. 59, kept cut back to 6 to 9 ins., nearly all beginning to branch well, 15c.

**Ilex crenata convexa (bullata)**—RC, Aug. 60, long tips, 4½ to 6 ins., 7c; C, rooted Aug. 59, kept cut back to 5 to 6 ins., beginning to branch beautifully, 10c.

**Ilex crenata hetzi**—RC, Aug. 60, long tips, 4½ to 6½ ins., 7c; C, rooted Aug. 59, kept cut back to 6 or 7 ins., beginning to branch well, 10c.

**Ilex crenata Maxwell**—A Bennett hybrid, looks like *convexa* but a much better grower. Should be a money maker. RC, Aug. 60, 8c; C, rooted Aug. 59, kept cut back to 5 to 7 ins., beginning to branch well, 12c.

**Ilex crenata compacta**—A Bennett hybrid, an excellent selection, good grower, quite compact, fine color. RC, Aug. 60, a little small, 8c; C, rooted Aug. 59, kept cut back to 5 or 6 ins., beginning to branch well, 15c.

**Ilex rotundifolia**—RC, Aug. 60, 5c; C, rooted Aug. 59, kept cut back to 6 or 7 ins., beginning to branch well, 8c.

**Ilex Foster's Hybrid No. 2**—Narrow, spiny leaves, red berries, fruits heavily, rapid grower, quite hardy. C, rooted Sept. 59, kept cut back to 7 to 9 ins., beginning to branch beautifully, 15c.

**Ilex opaca (American Holly)**—Genuine *Ilex opaca* (i.e. no southern hybrids), varieties selected for good, compact growth, good berries, guaranteed female and guaranteed male from cuttings. BG, liners, 4 to 6 ins., 17½c; 6 to 10 ins., 25c; 10 to 15 ins., 35c; 15 to 30 ins., 50c; mostly single stem, some lightly branched. *Ilex opaca* shipped only on March 1, 1961 (because that is the very best time to move American Holly).

## AMERICAN HOLLY HEDGE

**Ilex opaca**—3½-yr., grown 2 years in Plan-tainer cans. Variety **Reynolds**, female, well-branched, kept cut back to 12 to 18 ins., 85c (we have too many); variety **James Baker**, female, our most compact, pyramidal selection, heavily branched, kept cut back to 15 to 21 ins., \$1.10; both have large leaves and bear large, bright red berries (no berries now). You may pick them up can and all or we will wash out the roots and pack free for shipment. Will make a perfectly beautiful, uniform hedge because all are the same clone. Or you could put them back in 2-gal. or larger cans to be sold for specimens. Ready any time.

## JUNIPERS

**Juniperus**—All the following are from short, greenhouse-type cuttings. They were rooted under mist in beds of soil in the spring of 1960. They have been cut back several times to make nice, compact, heavy, rooted cuttings about 5 to 6 ins. high, depending on variety, beginning to bush out. None are leggy. They are still small enough to pot. If you plan to sell potted liners, many of these will be salable just as soon as they establish their roots in pots.

**Juniperus hetzi**—RC, 10c; \$95.00 per 1000.

**Juniperus keteleeri**, RC, 15c

**Juniperus pfitzeriana**—RC, 10c; \$95.00 per 1000.

**Juniperus pfitzeriana Armstrong**—Compact, upright, vase shaped, RC, 11c; \$105.00 per 1000.

**Juniperus pfitzeriana Blue**—The best, bright blue strain, not like *hetzi*, same growth habit as regular *pfitzer*, possibly 10 per cent faster grower. RC, 15c; \$140.00 per 1000.

**Juniperus pfitzeriana Nick's Compact**—RC, 10c; \$95.00 per 1000.

**Juniperus pfitzeriana Ozark Compact**—The best compact *pfitzer* we have seen, not as coarse in texture as Nick's Compact. RC, 12c; \$115.00 per 1000.

**Juniperus pfitzeriana nana**—RC, 11c.

**Juniperus chinensis columnaris**—RC, 15c.

**Mahonia bealei**—1-yr., S, from well-spaced outdoor beds, just right to pot, 7c; \$60.00 per 1000.

**Mahonia pinnata**—Somewhat like *aquilifolium*, but much better. Vigorous, compact growth in full sun, never leggy, foliage bright bluish-green, new growth red. "Sold out for this year."

## DAWN REDWOOD

**Metasequoia glyptostroboides**—Thought extinct for 20,000,000 years, discovered in China in 1945. Royal Horticultural Society Dictionary of Gardening says, "This tree is undoubtedly one of the most notable acquisitions to our gardens of recent years."

I agree. Large tree, fresh green, fernlike foliage, very rapid grower. Has made 16 feet or more in 6 years from seed. Deciduous, autumn foliage pale pink. Hardy throughout new Zone 5B at least. This includes most of original Zone 1V including Lincoln, Neb.; Milwaukee, Wis.; Lansing, Mich.; Toronto; Syracuse, N. Y.; Portland, Me. Fine plants in Plan-tainer cans, \$2.00, pickup only. Packed for shipment in individual cartons. \$2.40.

**Prunus laurocerasus schipkaensis (Cherry Laurel)**—Quickly makes a large mound-shaped evergreen. RC, July 60, 5 to 8 ins., many full leaves, heavy root system, 10c; C, rooted July 59, kept cut back to 8 to 12 ins., BG, liners, beginning to branch, 20c.

**Prunus laurocerasus zabeliana (Cherry Laurel)**—Usually considered the hardiest. Spreading, like a *Pfitzer Juniper*. RC, July 60, 4½ to 7 ins., 12c; C, rooted July 59, kept cut back to 7 to 9 ins., BG, liners, beginning to branch, 20c.

**Prunus laurocerasus macrophyllum (Cherry Laurel)**—Certainly the prettiest with very large leaves, very dark green. Is even

as under a large rock. Another is the absence of searing sunshine during the hottest part of the day. It was for these reasons that I grew them in a lath-shaded frame during their seedling year and then on the north side of a large rock when planted out permanently, where they would be shielded from full sun from noon onward. Still another requirement for permanent success seems to be a rather poor gravelly

soil, like the scree mixture often mentioned in these notes, to provide perfect drainage, and, at the same time, to be not overrich in plant food.

I cannot speak from experience regarding the best method of increase. Rehder wrote that they are grown from seeds and treated like spireas, but that would surely be a slow process, judging from the slow growth made by plants in my trials.

hardier than zabeliana here. RC, a little shorter because rare and cutting wood is still scarce. July 60, 20c.

**Pyraecantha varieties**—C, rooted Sept. 59, kept cut back to 5 to 7 ins., good and strong, beginning to branch, with good, hard root system over a year old. Varieties: Lalandi, Gibbsi and Graberi, 10c; varieties: Kazan, Runyan and Wyattli, 14c.

**Thuja orientalis aurea nana** (Berckmans Golden Arborvitae)—Cuttings rooted spring 60, kept cut back to about 6 ins. to make them bush out, but still small enough for a 2½ or 3-in. pot. Several nurserymen have put these right into the field, 10c; cuttings rooted spring 59, kept cut back to 6 to 8 ins., beginning to branch, but not rounded out yet. Heavy, of good caliper, with fine root systems, 15c.

## VIBURNUMS

**Viburnums**—All these Viburnums are rooted from soft tips in spring or early summer. They grow some during the summer and fall, which makes the rooted cuttings from 4 to 5 ins. up to 12 or more inches tall depending on variety. It is hardly fair to call them rooted cuttings since some of them are more like light, young, bed-grown liners. However, they have not been transplanted, are not branched and most of them are still small enough to pot.

**Viburnum burkwoodii**—RC, June 60, some beginning to branch, 10c.

**Viburnum chenaultii**—More compact and shapely than burkwoodii, RC, June 60, 15c; 2-yr., liners, C, rooted June 59, not transplanted, kept cut back to about 12 ins., fairly well-branched, good for canning or for the field, 30c.

**Viburnum Juddii**—Better than carlesi. Flowers really pink. A more compact plant with more attractive leaves, not subject to leaf spot. RC, June 60, 15c; 2-yr., liners, C, rooted June 59, not transplanted, kept cut back to about 12 ins., fairly well-branched, good for canning or for the field, 30c.

**Viburnum macrocephalum sterile**—

## (CHINESE SNOWBALL)

This is the one we love. Dazzling white snowballs, often 8 to 9 ins. in diameter, as big as a man's head, a clean, vigorous grower. On own roots, much better growth than if grafted, C, rooted July 59, in polyethylene plant bands, same amount of soil as in 3-in. pots, 65c.

**Viburnum opulus sterile** (Common Snowball)—RC, June 60, 10c.

**Viburnum rhytidophyllum** (Leather-Leaved Viburnum)—RC, July 60, 12c.

**Viburnum rhytidophyloides**—A hybrid between V. rhytidophyllum and V. lantana, similar to rhytidophyllum, but is hardier. RC, July 60, 15c.

**Viburnum tomentosum plicatum** (Japanese Snowball)—RC, July 60, 12c.

**Viburnum tomentosum plicatum grandiflorum**—Snowballs considerably larger and whiter than regular Japanese Snowball. RC, July 60, 20c.

## IN PLANTAINER CANS

American Holly; DAWN REDWOOD; Pyraecantha lalandi, Graberi, Wyattli, Kazan and Gibbsi; Flowering Quince; Magnolia grandiflora; Mahonia bealei; Berckmans Golden Arborvitae and others. They are good, and are ready to move now. Please come by to see them.

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By Norman Taylor 1,225 pages, illustrated  
\$7.50, postpaid.  
American Nurseryman, 343 S. Dearborn St., Chgo. 4

Rehder also mentions the fact that seedlings cannot stand excess moisture. Division, he says, may also be practiced, and that is readily apparent from an examination of a mature plant. Preece, a good pre-war authority on northwestern (from whence our present subjects came) plants, recommends cuttings and stresses the importance of taking them just as the flowers commence to fade.

## Physaria

While reading some old notes recently, I came upon a brief reference to *Physaria didymocarpa* which brought me to a familiar conclusion: A good nurseryman is a plant lover rather than a money lover. Although every nurseryman has to make money to stay in business, it does not follow that he has to bend every effort toward that end. I believe he will never get the utmost joy out of his work until he learns to do some things without thought of financial gain. I have found it very productive of pleasure to grow something each year with no thought of profit.

All of which leads me back to *Physaria didymocarpa*, one of my choices years ago for a nonprofit venture. Incidentally, it turned out to be one of my best sellers for several years.

Although crucifers are usually considered a dull, uninteresting lot, the genus *physaria* is a living refutation of that canard. That is especially true of the present plant. It is true that it lacks some of the brilliance which gardeners often look for in plants, but its close rosette of canescent leaves, both in form of rosette and in color of leaf, is not only unique but it is highly ornamental as well. To say that the rosette resembles a loose sempervivum is not exactly true, for they offer little similarity; yet, that is as apt a comparison as comes to mind.

From this rosette, which is about three or four inches across, and approximately half that in height, spring numerous spreading branches, growing to a height of four inches or more, carrying an abundance of pale yellow cross-flowers in May. These are followed by inflated pods which are almost as ornamental as the flowers. The plant stands drought well, as one would expect, since its natural home is in near-desert country in the west. It needs little more than a sunny spot and perfect drainage.

I should expect little, if any, difficulty anywhere in its culture if damp is kept away from its crown, and the reward would be a remark-

## Pink Dogwood

(*Cornus florida rubra*)

	Each	Per 100
1-yr., 6 to 12 ins. ....	\$0.40	\$0.35
1-yr., 12 to 18 ins. ....	.50	.45
1-yr., 18 to 24 ins. ....	.60	.55
1-yr., 24 to 30 ins. ....	.85	.75
1-yr., 30 to 36 ins. ....	1.00	.90
2-yr., 3 to 4 ft. ....	1.50	1.40
2-yr., 4 to 5 ft. ....	2.50	2.25
2-yr., 5 to 6 ft. ....	3.00	2.75

## White-Flowering Dogwood

(*Cornus florida*) 2-yr.

4 to 5 ft., br. ....	1.25	1.00
3 to 4 ft., br. ....	.90	.60
2 to 3 ft., br. ....	.50	.40
18 to 24 ins., br. ....	.25	.20
12 to 18 ins., br. ....	.10	.08

## Flowering Crab Apple

Eleyi, Hopa and Almey

1-yr., 2 to 3 ft., whips ...	.30	.25
1-yr., 3 to 4 ft., whips ...	.35	.30
1-yr., 4 to 5 ft., whips ...	.45	.40
2-yr., 3 to 4 ft., br. ....	.45	.40
2-yr., 4 to 5 ft., br. ....	.60	.50
2-yr., 5 to 6 ft., br. ....	.75	.65

(For Almey, add 15c a tree.)

## Flowering Peach

Red, White, Pink and Peppermint

12 to 18 ins. ....	.15	.13
18 to 24 ins. ....	.25	.20
2 to 3 ft. ....	.30	.25
3 to 4 ft. ....	.35	.30
7/16 to 9/16-in. cal. ...	.40	.35
9/16 to 1 1/16-in. cal. ...	.45	.40

Write for special prices on quantity lots. 300 at 1000 rate.

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3000 <i>Leucothoe catesbaei</i> , 6 to 15 ins., heavy, TT., S. ....	\$0.40
3000 <i>Canadian Hemlock</i> , 2½ to 3 ft., sheared .....	3.25
1000 <i>Abies fraseri</i> , 2 to 3 ft. ....	2.50
500 <i>Cornus florida</i> , 4 to 5 ft. ....	3.50
500 5 to 6 ft. ....	4.50
5000 <i>White Pine</i> , TT., B. R. liners, sheared once .....	1.00

**Collected, B&B**

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2000 <i>Oxydendrum arboreum</i> , 4 to 6 ft. ....	\$2.90
2000 6 to 8 ft. ....	4.00
	Per 1000
10,000 <i>Kalmia latifolia</i> , 6 to 9 ins., S. ....	\$ 75.00
10,000 <i>Rhododendron maximum</i> , 6 to 12 ins., S. ....	125.00
2000 <i>Rhododendron catawbiense</i> , 6 to 12 ins., S. ....	150.00
1000 <i>Rhododendron carolinianum</i> , 6 to 15 ins., S. ....	250.00

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ably pretty plant, which is quite hardy anywhere.

**Chrysothamnus**

Because the rabbit brushes are such conspicuous parts of many western scenes, and often pleasing parts, too, it is not easy to understand why they have not made more favorable impressions on the gardeners of those sections and on other gardeners who travel there through the plants' long blooming season. Several kinds have been in my trials, including *Chrysothamnus graveolens*, *C. pumilus* and *C. pulchellus*, and have made favorable impressions on me as landscape plants for dry, difficult spots in eastern gardens.

The last named, *C. pulchellus*, is a pretty composite which I had once and lost, perhaps because the winters of northern Michigan were too severe for the Texan. The different kinds cover a wide range in the west and southwest and are mostly hardy so far as I know them. And no doubt my present plant would be hardy here, too, if one obtained material from the northern part of its range.

This southwestern representative of the genus is a shrubby plant, about two feet tall as I grew in my trials, with pale yellow tassels in late summer and early fall. This late flowering is, in fact, one of the rabbit brushes' most useful traits. *C. pulchellus* grew well in my trials in full sun and light soil, and made an attractive picture, being far more subdued than most composites of its season. It is easily grown from fall-sown seeds and no doubt from cuttings in spring, although I did not try cuttings in my experiments.

**Chrysanthemum Morifolium Gracile**

*Chrysanthemum morifolium gracile* has inch-wide, single, pink daisies on lax stems, which become procumbent on a level surface, if not supported, and pendent when grown in a vertical crevice. I sometimes wonder if it could have been one of the parents of what moderns call cascade chrysanthemums. It was hardy in my trials and made a good wall plant, displaying its myriad flowers in late September and October. That is a little too late for ordinary seasons in northern climates, but I was able to manipulate it in a south wall, under wraps, when hard frost threatened. If you know it, or a similar plant under a different name, will you please write me?

Gardeners would like it, I believe, if they saw it growing under attractive surroundings. Propagation is from seeds, which are slow of germination but sure from a fall sowing;

**SHADE TREES**

	Each	Each
	10 to 50 to	50 to 100
<b>Elm, American</b>		
6 to 8 ft. ....	\$ 1.90	\$1.50
8 to 10 ft. ....	2.75	2.50
10 to 12 ft. ....	3.75	...
<b>Elm, Chinese</b>		
8 to 10 ft. ....	1.90	1.50
10 to 12 ft. ....	3.00	2.75
<b>Locust, Thornless Honey</b>		
6 to 8 ft. ....	2.00	1.75
8 to 10 ft. ....	3.00	2.75
10 to 12 ft. ....	4.00	3.75
<b>Maple, Norway</b>		
6 to 8 ft. ....	2.75	2.50
8 to 10 ft., 1 to 1½-in. cal. ....	3.50	3.25
1½-in. cal. ....	4.25	4.00
<b>Maple, Sugar</b>		
6 to 8 ft. ....	3.25	3.00
8 to 10 ft., 1 to 1½-in. cal. ....	4.25	4.00
8 to 10 ft., 1½ to 1½-in. cal. ....	5.50	5.00
10 to 12 ft., 1½ to 2-in. cal. ....	7.00	6.50
2 to 2½-in. cal. ....	10.50	...
<b>Oak, Pin</b>		
8 to 10 ft., 1½ to 1½-in. cal. ....	6.00	5.50
10 to 12 ft., 1½ to 2-in. cal. ....	8.50	7.50
<b>Willow, Weeping—Babylon and Golden Weeping</b>		
5 to 6 ft. ....	1.25	1.00
6 to 8 ft. ....	1.70	1.50

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**HAWKERSMITH & SONS NURSERY**  
Tullahoma, Tenn.

from cuttings in the usual chrysanthemum ways, and from divisions.

#### Yellow Scabiosas

A Massachusetts reader writes that he saw a yellow-flowered scabiosa last year that he would like to have, but could not learn its name. I am not sure that I can help with the clues he gives; however, I can give brief notes on three or four yellow-flowered kinds.

I find at least three kinds, *S. ochroleuca*, *S. trinaefolia* and *S. webbiana*, the last said to be a form of *S. ochroleuca*. I believe that it will make little difference to the inquirer that the three kinds are much confused in gardens, for he would probably not want more than one kind, and it would not make a great deal of difference which one he chose. The last two, which were more or less everblooming in my trials, are perhaps to be preferred, and a choice between the two may be made on the basis of height, *S. trinaefolia* being about two and one-half feet tall, while *S. webbiana* was not much over 20 inches high.

All are rather inconspicuous in their creamy-white or straw-yellow color, but the little heads are so freely produced on the much-branched plants that they make nice landscape material and, I notice, ladies like them in flower arrangements. They are easy to grow in any well-drained garden soil and are indestructible.

#### FACING THE MUSIC

[Continued from page 9]

ness has not begun to capitalize on the service features of marketing.

You need to do a far better job of packaging. You need to learn how to dress up your product so that it will appeal to the busy buyer. You need to invent ways of differentiating your products from those of your competitors. You need to find ways of making plant care fun-packed and failure-proof. You need to find ways of making it more convenient for your customers in both buying and growing. In short, you need to look at your business through the eyes and minds of your customers—to become consumer oriented.

#### Pricing Practices

The pricing practices in the nursery industry reveal in a vivid way just how production oriented nurserymen are. As soon as I say prices, you begin to think of costs. You think of markups and margins. When a customer complains about price, 9 out of 10 of you will try to justify it

## Quality, Nursery-Grown SHADE TREES and Other Items

Sugar Maple, 3-in. cal. and smaller

Silver Maple, 3-in. cal. and smaller

Red Maple (*rubrum*), 1½ to 2-in. cal., 8 to 10 ft. and 6 to 8 ft.

Green Ash, 2½-in. cal. and smaller

Hackberry, 8 to 10 ft. and 6 to 8 ft.

Honey Locust, Thornless, 2½-in. cal. and smaller

Pin Oak, 3-in. cal. and smaller

Willow Oak, 2½-in. cal. and smaller

American Linden, few 3-in. cal., also 6 to 8 ft. and 8 to 10 ft.

Redbud, 2½-in. cal. and smaller

Sweet Gum, 2½-in. cal. and smaller

Tulip Poplar, 3-in. cal. and smaller

Sycamore, 3-in. cal. and smaller

European Mountain Ash, 8 to 10 ft. and 6 to 8 ft.

Chinese Elm, all sizes 6-in. cal. and smaller

*Cornus florida* and *Cornus florida rubra*, 7 to 8 ft. and smaller

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Oak-Leaved Hydrangea, 3 to 4 ft., heavy br.

Flowering Crab Apple, 8 best varieties, 1½-in. cal. and smaller

Apple, 22 best varieties, 1 and 2-yr., heavy br., all sizes

Peach, 38 best varieties, 1-yr., 1-in. cal. and smaller

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Double-Flowering Peach, in quantity and quality

Apricot, Nectarine, Plum, including Purple-Leaved

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by explaining your costs. In many places I have seen a sign on a wall where customers can see it which reads like this: "If folks only knew how many minutes of thinking, hours of digging, days of sunshine, weeks of coaxing, lumps of coal, pounds of fertilizer, baskets of rich dirt, gallons of water and inches of backache it takes to produce a pretty flower, you would gladly pay the price." How ridiculous can you get? As a customer, what do I care how much it costs you or how many backs you broke. If I like the plant, if it appeals to me more than something else for the dollars I have to spend, I will buy it, and I do not care whether or not it costs you 5 cents or \$5. If you have this sign on the wall, take it down and put it in your roll-top desk. Keep it as a memento of the era when nurserymen were production oriented.

### Blind Pricing Expensive

The practice of pricing blindly on costs has served to short you out of vast sums in potential profits. It has made for confusion in the customer's mind, because of the resultant inconsistencies. The common shopper today has a difficult time trying to understand why one plant twice as large as another costs only 20 per cent more, while another plant double in size is more than double in price.

Letting cost be the guide to price has more than once robbed your customers of a true value concept of some plants. Costs should enter the picture of pricing only when competition forces supplies on the market, but even then the wise nurseryman will find ways of differentiating his product through packaging, product labeling or convenience servicing. There are many home gardeners who want the best, and price is one of the soundest ways of assuring them that it is the best. Certainly there is always room for a few premium-

## ALDRIDGE NURSERY

VON ORMY, TEXAS

*Wholesale Nursery Stock*

Complete line of container and field-grown ornamentals

● Better Quality

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### WHITE-FLOWERING REDBUD

(Cercis canadensis alba)

One of America's most beautiful and rarest trees. As hardy and adaptable as the native pink variety. All sizes will bloom next spring.

	Each	Each
	per 10	per 100
18 to 24 ins.....	\$1.25	4 to 5 ft.....\$2.25
2 to 3 ft.....	1.75	5 to 6 ft.....2.50
3 to 4 ft.....	2.00	

Minimum order \$10.00.

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### PINK DOGWOOD

	Each	Each
	per 10	per 100
6 to 12 ins., 1-yr., B.R....	\$0.50	\$0.45
12 to 18 ins., 1-yr., B.R....	.60	.55
18 to 24 ins., 1-yr., B.R....	.90	.80
2 to 3 ft., 1-yr., B.R....	1.15	1.00
3 to 4 ft., 2-yr., B.R....	2.25	2.00

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(Plant Pat. No. 1539)

A hardy Sasanqua of rare beauty.

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priced specimens in almost every line.

Why then should you as a nurseryman rob yourself of the benefits of price as a merchandising tool by holding blindly to a cost concept? You do it only because you are thinking as a producer and not as a consumer.

Whenever I look in a mail-order catalog, I see prices that go something like this: 1 to 2 feet, \$1.50; 2 to 3 feet, \$2.50; 3 to 4 feet, \$3.50. Now to a producer this may sound perfectly logical, for I suppose such plants may grow anywhere from one to four feet tall. As a consumer, I never know which way to gamble. If I send \$2.50, am I going to get a 3-foot plant that is maybe worth \$3.50 or are the skinflints only likely to send me a 2-foot one that's worth only \$1.50. If I feel in the gambling spirit I send them \$1.50, but maybe I do not want to gamble, so I will buy something else and forget the whole thing. At least I hope this illustrates the difference between the producer-oriented and consumer-oriented mind.

#### Seek Ways to Sell More

As successful nurserymen, you must get in the habit of changing your methods and marketing practices to fit the times. Examine all your plants and think up new uses for them that will help sell more. Plants, like women's hats, get out of style. Finding new uses for them, packaging them in some unique way, giving them a new use name, presenting some challenge to the consumer, can revitalize a plant just as it can a hat or a car.

Many nurserymen in the next 10 years will find new markets in industrial landscaping, highway landscaping and city beautification programs. While such markets are highly rewarding, the nurseryman must gear his business to meet the requirements of such markets. You just do not stumble onto such markets.

What modern industrialist does not like landscaping for his factory when it makes his whole organization a better and more popular neighbor, a more civic-minded and better employer? Industrial landscaping volume has only started to develop. Why not rent industrial landscaping on an annual lease arrangement? Almost any commercial business, bank, filling station or bowling alley is a good prospect. Tax laws make such an arrangement attractive to the buyer and could serve to build a repeat and continuing business to the nurserymen.

In the United States there are 542

## FLOWERING DOGWOODS

**Cornus florida Cherokee Chief®—Red-flowering Dogwood**

(Plant Patent No. 1710)



(Bare-Root)	Per Each 1 to 9	Per Each 10 to 29	Per Each 30 to 100
12 to 18 ins. ....	\$1.15	\$1.10	\$1.00
18 to 24 ins. ....	1.50	1.40	1.25
24 to 30 ins. ....	1.75	1.65	1.50
30 to 36 ins. ....	2.35	2.20	2.00

**Cornus florida rubra—Pink-flowering Dogwood**

**Cornus florida—White-flowering Dogwood**

Varieties:

**Cherokee Princess  
Hillenmeyer White  
Double White**

(Not Genuine  
Without This Tag)



(Bare-Root)	Each Per 10	Each Per 100
6 to 12 ins. ....	\$0.60	\$0.50
12 to 18 ins. ....	1.00	.75
18 to 24 ins. ....	1.25	1.00
24 to 30 ins. ....	1.50	1.25
30 to 36 ins. ....	1.75	1.50

**Cornus florida—White-flowering Dogwood**

2-Year, Root-Pruned Seedlings—Field-Grown

(Bare-Root)	Per 100
12 to 18 ins. ....	\$10.00
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24 to 30 ins. ....	25.00
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Wholesale Growers of Dependable  
Fruit and Flowering Trees

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**Wholesale Growers of Broad-Leaved  
and Coniferous Evergreens**

Ask for trade list.

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service. Inquiries invited.**

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The scions listed below are taken from our well-tended mother block and are guaranteed healthy and true to name. Plenty of good, vigorous, new growth. Shipped in lightweight, plastic-lined containers to arrive in good shape.

Cupressus arizonica gareei  
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Juniperus chinensis albo-variegata  
Juniperus chinensis columnaris, blue  
Juniperus chinensis columnaris, green  
Juniperus chinensis densa glauca  
Juniperus chinensis femina  
Juniperus chinensis reevesiana\*  
Juniperus keteleeri  
Juniperus scopulorum Blue Haven  
Juniperus scopulorum Blue Moon  
Juniperus scopulorum Greenspire  
Juniperus scopulorum columnaris\*  
Juniperus scopulorum kenyoni (Dewdrop)

Juniperus scopulorum Pathfinder  
Juniperus scopulorum welchi  
Juniperus squamata parsoni  
Juniperus virginiana aureo-variegata\*  
Juniperus virginiana albo-spica\*  
Juniperus virginiana canaerti  
Juniperus virginiana Dundee  
Juniperus virginiana elegantissima leei\*  
Juniperus virginiana glauca  
Juniperus virginiana globosa  
Juniperus virginiana nova  
Juniperus virginiana smithi\*  
Juniperus virginiana pyramidalis  
Juniperus virginialis aureo-variegata\*

We have limited amounts of the above varieties in finished grafts to offer for April delivery. Ask for list.

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A practical book loaded with ideas for the layout and actual operation of a garden shop.

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communities planning or carrying out urban renewal programs. Are you in a position to participate in these multi-billion dollar programs? H. P. Quadland, of the A. A. N., tells me that just one mile of planted urns 50 feet apart along the streets in New York city can bring in over \$20,000 a year.

Incidentally, nurserymen must learn to give more support to their trade associations, because it is through such media that many public development programs can be given impetus. Nurserymen of the future must work together simply because many of the jobs to be done are far too large to be developed by any one firm.

I should like to close with a plea to each of you to plan consciously to become market oriented in your thinking. This is no small task. It takes work and it requires a planned line of activity. I know each of you thinks he knows how his customers think. You all think you know why some people buy from you and others do not. Yet deep down in your heart you know you really will never know all that you should about the people who buy your products.

## BUFFALO TREE CONFERENCE

Over 200 municipal officials, city planners, architects, nurserymen, garden club members and other individuals attended what was termed the first annual Niagara Frontier tree conference at Buffalo, N. Y., November 17. They discussed the types and varieties of trees for the vicinity of the western New York metropolis.

Park commissioner George M. Martin presided at the first session, and an address on trees of the future was delivered by William Flemer III, Princeton Nurseries, Princeton, N. J.

## Panel Discussion

The afternoon session was conducted by William Boocock, Four Winds Nursery, Inc., Buffalo, president of the Western New York Nurserymen's Association, together with Roy V. McCready, landscape engineer of the state department of public works. Panel members in the discussion were Mr. Flemer; Frederick R. Micha, secretary-treasurer, Western New York Arborists Association; Wilbur E. Wright, Rochester parks director, and George B. Schichtel, nurseryman, Orchard Park.

At a subsequent session, Jake Gerling, Rochester superintendent of parks, told of the work of the late Barney Slavin and of the new concept of street tree planting. Telling of the tree planting at Rochester, he

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<i>Rhus cotinus</i> , 1-yr., 18 to 24 ins. ....	9.00	80.00
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<i>Styrax japonica</i> , 1-yr., 15 to 18 ins. ....	15.00	125.00
<i>Viburnum americanum</i> , 1-yr., 10 to 12 ins. ....	12.00	100.00
<i>Viburnum carlesii</i> , 1-yr., 12 to 15 ins. ....	18.00	150.00
<i>Viburnum carlesii</i> , 1-yr., 15 to 18 ins. ....	20.00	180.00
<i>Viburnum dentatum</i> , 1-yr., 12 to 15 ins. ....	9.00	80.00
<i>Viburnum dilatatum</i> , 1-yr., 15 to 18 ins. ....	9.00	80.00
<i>Viburnum lentago</i> , 1-yr., 15 to 18 ins. ....	12.00	100.00
<i>Viburnum opulus</i> , 1-yr., 15 to 18 ins. ....	12.00	100.00
<i>Viburnum setigerum</i> , 1-yr., 10 to 12 ins. ....	15.00	125.00
<i>Viburnum sieboldii</i> , 1-yr., 2 to 3 ft. ....	15.00	125.00
<i>Viburnum wrightii</i> , 1-yr., 10 to 12 ins. ....	18.00	150.00

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WACHAPREAGUE, VIRGINIA

added: "Trees are not like Grant's Tomb, and if they serve you 50 years, that's plenty."

Frank E. Karpick, Buffalo city forester, told of the high cost involved in maintaining and removing Buffalo's huge trees, many of which were planted soon after the Civil war. The problems caused utility companies by the large trees was told by Robroy MacLeod, vice-president of Niagara Mohawk Power Co. Russell G. Corrie, highway superintendent, Tonawanda, presided over a showing of colored slides of acceptable trees.

The group which met at Buffalo was an informal one, but it is expected that it would later organize and elect officers.

#### GROWTH IN MONTANA

Established two years ago on a bare patch of ground with a small greenhouse, Mackin's Nursery, Kalispell, Mont., recently finished construction of four new 25x100-foot greenhouses, a boiler room and a cold storage room of 24x42 feet. According to W. R. Mackin, proprietor, growth of the nursery's business also warrants the addition of a large lath house, which he hopes to have completed by spring, and expansion of the 7-acre growing grounds.

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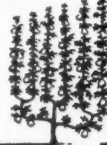
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For retail sales. Mailing No. 11,  
VII and IX rootstock. Hardy,  
northern-grown 1-year and 2-year  
old trees, guaranteed free from  
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## CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary  
304 MITAU BUILDING SACRAMENTO 14, CALIF.

### LOS ANGELES CHAPTER

The December meeting of the Los Angeles chapter of the California Association of Nurserymen was its Christmas party, held December 6 at the Los Coyotes Country Club, Santa Ana. There were 275 members and guests in attendance. A turkey dinner, entertainment by a group of singers and dancing were enjoyed by all those who were present from the chapter.

Chairman of the affair was James Hines, Jr., Hines Wholesale Nursery Co., Santa Ana. His committee included Clifford Comstock, Monrovia Nursery Co., Azusa; Robert Bartholomew, Hi-Mark Nursery, Santa Ana, and James Meadows, Meadows Bros. Nursery Supplies, Altadena. Working in other capacities were Lois Hines and Jessica Shirer, decorations; Marie Lesh, programs; Joe Crosby, Santa Claus, and Ernie Bordier, M. C. Singing in the new women's choral group were Ruth Perry, Dorothy Comstock, Dorothy Campbell, Linda Perry, Mrs. Arthur Cox, Toni Burkard, Alice Zangger and Shirley Kaelin, accompanied by Connie Meadows.

The chapter's November meeting was held November 16 at Eaton's restaurant, Arcadia. After dinner, the meeting was called to order by President Carl Zangger, Perry's Plants, Montebello. The plant forum was presented by Bud Bordier, Bordier's Nursery, Glendora, with the assistance of Clifford Comstock. Holly varieties were displayed by Descanso Distributors, chrysanthemums by Sunnyslope Gardens and tropical planters by Select Nursery. Table decorations were made by Roger Rodecap, Peerless Nursery, with flowers supplied by Sunnyslope Gardens.

Robert Bartholomew introduced Gordon Baker Lloyd, television personality, who gave an interesting report of a nationwide survey conducted under his guidance. Noted most frequently by nursery customers were the need for clean stock, the importance of courtesy, the need for adequate labels and pricing, accessibility of tie-in items, clear directions within the nursery, instructions for planting and charts to help with product knowledge.

James Meadows, Sec'y.

### REDWOOD EMPIRE CHAPTER

The November 15 business meeting of the Redwood Empire chapter of the California Association of Nurserymen was held at the Flamingo hotel, Santa Rosa.

President Ruth Cullen, Rincon Nursery, Santa Rosa, commented on the national election and stated that at the state convention the membership was urged to be more active in politics whenever possible.

State Director Karl Untermann, West End Nursery, San Rafael, reported on the work being done with the money from the 40 per cent assessment for market development and publicity. The new "Can Opener" merchandising bulletin is part of the program. Pictures of the most popular shrubs and trees, sales clinic films for use of the membership and weekly newspaper releases are other parts of the program aimed at increasing nursery sales.

Plans for the Christmas party in

the Santa Rosa area were announced. Richard Lackey, Lackey's Nursery, Napa, reported on the October meeting with the Central chapter held at the Claremont hotel, Oakland.

Albert Wilson, TV and radio garden program speaker, talked about increasing sales of nursery plants and products and showed colored slides of garden subjects.

Hugh Wallace, Sec'y.

### SAN DIEGO CHAPTER

The San Diego chapter of the California Association of Nurserymen held an installation dinner meeting November 3 at Michael's Steak House, Lemon Grove.

Walter Borchers, W. B. Clarke & Co., vice-president of the C. A. N., installed Pete Millenaar, Pacific Beach Gardens, president of the chapter. Other new officers are Frank Antonicelli, Mission Hills Nursery, vice-president; Henry Koide, Presidio Nursery, secretary; Edward Harrisburg, Kellogg's Supply Co., treasurer, and Directors Walt Percy, Garden Cove Nurseries, Inc.; Ernest Otto, George F. Otto & Son; Dale Sugiyama, American Plant Growers, Inc., and William Giacioli, Acacia Park Nursery, Inc. Holdover directors are

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COMPLETE LIST HYBRIDS—IRONCLADS

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DIAN, LOLLIPOP, LITTLE  
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Top-quality, northern California, field-grown, patented and standard bush and tree roses. Write for list and prices.

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WHOLESALE  
GENERAL NURSERY STOCK



# WISHING YOU A ROSE-Y 1961

**T**he New Year may bring changes, but

**O**ur product will remain the same—

**P**lants that give performance,

**S**ervice, our constant aim.



**I**nspired by your rose needs,

**N**ew efforts will be our creed.



**R**eviewing the year just ending,

**O**ur thoughts to you go wending, and

**S**incere thanks they're sending.

**E**ach wish for you is most sincere, may

**'S**ixty-one be a wonderful year!

V. E. W.



## WEEKS WHOLESALE ROSE GROWER

O. L. WEEKS

926 W. PHILADELPHIA

ONTARIO, CALIF.



Pete Millenaar; Frank Antonicelli; Joe Burnett, Plant House; Ed James, Ed James Nursery, and Craig Smith, Wilbur-Ellis Co.

Elmer Merz, executive secretary of the C. A. N., spoke on the past, present and future of the nursery industry in California. Robert Warner, president of the C. A. N., emphasized in his message how the nurseryman can compete in the competitive field of selling by keeping alert and being progressive in business organization and merchandising programs.

Henry Koide, Sec'y.

### TRI-COUNTY CHAPTER

The Tri-County chapter of the California Association of Nurserymen met November 18 at the Loops restaurant, Santa Barbara. Jack Bivins, horticultural adviser, county agricultural department, talked on weed control.

The chapter voted once again to place blood in reserve at the Santa Barbara blood bank. Those offering

### LINING-OUT STOCKS

Alberta Spruce, Juniper, Cypress, Arborvitae, Yew R. C., 10c each—T., 15c each.

**BROAD-LEAVED EVERGREENS:** Camellias, R. C. 25c each; Daphne, Andromeda, Abella, R. C., 10c each. Azaleas, complete list, R. C., 5c each, T., 10c each.

Good assortment of evergreens, fruit, shade and flowering trees. Write for special list.

### BENEDICT NURSERY CO.

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Tells the best plants for various uses, their characteristics and care. Articles reprinted from The Florists' Review. Helps in taking orders. Sell or give copies to customers. 32 pages, 31 illustrations.

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## The West's Widest Selection . .

### *Stribling's* FLOWERING TREES

Quality-conscious nurserymen everywhere look to Stribling's for all the favorite varieties of flowering trees and shrubs (deciduous and evergreen), plus a superb collection of field and container-grown ornamentals. Write or phone for wholesale prices.

***Stribling's* NURSERIES, INC.**  
 1620 W 16th (Highway 99 North) Randolph 2-4106  
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Excellent Supply  
 Increased Variety  
 Oregon-Grown Quality  
 MAY WE HEAR  
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### Quality Stock

CONIFERS AND BROAD-LEAVED  
 EVERGREENS  
 SHADE AND FLOWERING TREES  
 FRUIT TREE SEEDLINGS  
 FRUIT TREES  
 DECIDUOUS SHRUBS  
 VINES AND BULBS  
 PORTLAND ROSES  
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OREGON BULB FARMS  
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Lilies  
 Exclusively

### SHADE and FLOWERING TREES

Broad-Leaved and Coniferous  
 Evergreens  
 B&B or Container-Grown  
 Write for list.

### TILLSTROM NURSERY

R. F. D. 3, Box 870 Gresham, Ore.

Have You Heard About

**MY FAIR LADY?**

RUEHL-WHEELER NURSERY CO., INC.  
 255 Ford Rd. San Jose, Calif.

to donate were Mrs. Bert Kallman, Mr. and Mrs. Ralph Curtis, Mrs. Al Williams, Stan Wakeham and William Nelson.

The January meeting will be held at Santa Barbara and the February meeting at San Luis Obispo. It was also announced that the board of directors' meetings will be held the first Tuesday of each month.

Lynda Williams, Sec'y.

### CALIFORNIA NOTES

The new location of the Green Hills Garden Center is 195 El Camino Real, Millbrae. It is reported that business has picked up noticeably, due to the greater foot and car traffic which flows past the nursery. The facilities include an enlarged garden supply area, now occupying about 4,500 square feet and providing space for garden needs, pet supplies, a complete line of planters and decorative pots, and a redwood lath house with a roof of galvanized iron laths, occupying about 7,500 square feet and well stocked with plants of all kinds, including flowering potted plants, plants in planters, bedding plants, gallon and large-size decorative ornamentals and some especially large citrus and semitropicals for larger estates and patio areas.

The Peninsula chapter of the California Association of Nurserymen sponsored an autumn open house at the Saratoga Horticultural Foundation, Saratoga, November 12 and 13. The first storm of the season, which brought about an inch of rain, was responsible for a comparatively small attendance of the public, which had been invited also. The purpose of the meeting was to acquaint the public with the creative work being carried on by the foundation.

The United States Department of Agriculture estimated that about 40,000,000 Christmas trees would be sold this year. An increasing percentage of the crop each year is from cultivated California plantations. Prices quoted on the locally grown plantation trees the past season averaged around \$2.50 per tree, in the field.

Gravelle & McConnell, Inc., was awarded a \$4,450 contract for partial landscape planting at the new Laurel school, Menlo Park. Bids varied from the low to a high of \$10,900.

The state's apricot growers met at the University of California at Davis December 3. The program was based on a look into the future and included talks on mechanical harvesting, already well into the trial stage; potential market organization



# CHRISTMAS TREE LINERS?

## Looking for Christmas Tree Planting Material?

### Bulk Grown — Priced Right

	Per 100	Per 1000
<b>Abies balsamea</b> (Balsam Fir) Symmetrical pyramid. 12 to 18 ins., not transplanted.....	\$14.00	\$126.00
<b>Abies concolor</b> (White Fir) Bluish foliage, one of the best. 6 to 9 ins., not transplanted.....	10.00	90.00
<b>Abies lasiocarpa</b> (Alpine Fir) Dark silvery tinged foliage. 6 to 9 ins., once transplanted.....	13.00	117.00
<b>Abies veitchii</b> (Veitch Fir) Shiny green above, silvery beneath. 6 to 9 ins., not transplanted.....	10.00	90.00
<b>Picea excelsa</b> (Norway Spruce) Rapid growing, deep green foliage. 12 to 18 ins., once transplanted, B. R.....	14.00	126.00
<b>Picea glauca densata</b> (Black Hills Spruce) Handsome, hardy, bluish-green. 6 to 12 ins., once transplanted.....	14.00	126.00

### SHERWOOD PAYS THE COST

The prices here quoted include expert packing and delivery to you. **ALL SHIPPING CHARGES PREPAID** except on stock marked B.R. to any point in the United States and Canada, except Alaska and Hawaii.  
25 at 100 rate; 250 at 1000 rate.

10% discount on  
10,000 or more.

### For Future Christmas Trees

	Per 100	Per 1000
<b>Picea jezoensis hondoensis</b> Highly ornamental. 3 to 6 ins., not transplanted.....	\$ 7.00	\$ 63.00
<b>Picea mariana</b> (Black Spruce) Dark green conifer from Canada. 12 to 24 ins., not transplanted.....	14.00	126.00
<b>Picea pungens</b> (Colorado Spruce) Splendid Christmas tree subject. 6 to 9 ins., once transplanted..... 9 to 12 ins., once transplanted..... 12 to 15 ins., once transplanted, B. R.....	12.00 15.00 18.00	108.00 135.00 162.00
<b>Picea rubens</b> (Red Spruce) Shiny, dark green conifer from Canada. 12 to 18 ins., not transplanted.....	12.00	108.00
<b>Pseudotsuga</b> (Dwarf Blue Douglas Fir) A superior, slow-growing form. 6 to 12 ins., not transplanted.....	10.00	90.00

### DID YOU KNOW?

That wild English Yews (*Taxus baccata*) are known to have trunk diameters of more than 10 feet.

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FOR OTHER ITEMS



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Evergreens - PROPAGATORS AND GROWERS  
WHOLESALE

Wholesale list available—trade only  
(It contains complete descriptions)

CORBETT, ORE.

of the apricot industry; control of the disease known as limb dieback; tree borer control; air pollution damage to the apricots, and apricot varieties. This was the group's first meeting in four years.

Pear growers are being advised by authorities from the University of California that there are methods of partially controlling the devastating pear decline, a disease which caused thousands of dollars' worth of damage to pear trees in Washington and Oregon in past years and more recently has been found in California. Recommendations given include removal of all trees affected with graft union decline; planting trees that are grafted to domestic seedlings; planting deep, and, whenever possible, using Old Home rootstock. Growers or nurserymen who suspect the presence of pear decline either in the orchard or in trees delivered from wholesalers for resale should obtain a diagnosis from the local agricultural officials, either the farm adviser's office or the office of the commissioner of agriculture. Both are located in the county seats of nearly every county in the state.

Alameda county farm adviser Thomas G. Byrne reports Newport Kentucky bluegrass appears to be a valuable turf grass wherever com-

## Grafted 2-Year TREE PEONIES

Packaged beautifully  
in full-color boxes

F.O.B. San Francisco	<b>\$1.80 ea.</b>
PREPAID U.S.A.	<b>\$1.95 ea.</b>

### BARE-ROOT TREE PEONIES

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**\$1.15 ea.**

**\$1.25 ea.**

All Peonies are grafted, two years old. In choice of red, white or pink. Each plant is labeled with variety name.



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## QUALITY NURSERY STOCK

### ACER PLATANOIDES

#### Fausse's Red-Leaved

Maple	Per 10	Per 100
6 to 8 ft., br.....	\$35.00	\$325.00
5 to 6 ft., br.....	25.00	225.00
8 to 9 ft., whips.....	30.00	225.00
7 to 8 ft., whips.....	25.00	210.00
6 to 7 ft., whips.....	21.00	180.00
5 to 6 ft., whips.....	16.00	140.00
4 to 5 ft., whips.....	13.00	110.00
3 to 4 ft., whips.....	10.00	85.00

#### Norway Maple

12 to 14 ft., br.....	35.00	325.00
10 to 12 ft., br.....	30.00	275.00
8 to 10 ft., br.....	25.00	225.00
6 to 8 ft., br.....	20.50	180.00
5 to 6 ft., br.....	15.00	135.00
8 to 9 ft., whips.....	10.50	100.00
7 to 8 ft., whips.....	10.00	95.00
6 to 7 ft., whips.....	9.50	90.00
5 to 6 ft., whips.....	8.00	75.00
4 to 5 ft., whips.....	6.00	55.00

#### Columnar Norway Maple

3-yr., 11 to 12 ft., br.....	33.50	310.00
3-yr., 10 to 11 ft., br.....	30.00	275.00
2-yr., 9 to 10 ft., br.....	27.50	250.00
2-yr., 8 to 9 ft., br.....	25.00	225.00
2-yr., 7 to 8 ft., br.....	22.00	195.00
2-yr., 6 to 7 ft., br.....	18.50	170.00
1-yr., 5 to 6 ft., br.....	15.50	140.00
1-yr., 4 to 5 ft., br.....	12.00	110.00
1-yr., 3 to 4 ft., br.....	10.00	90.00

#### Drummond Norway Variegated Maple

6 to 8 ft., br.....	28.50	260.00
5 to 6 ft., br.....	23.50	210.00
8 to 9 ft., whips.....	21.00	185.00
7 to 8 ft., whips.....	20.00	175.00
6 to 7 ft., whips.....	18.00	165.00
5 to 6 ft., whips.....	14.50	130.00
4 to 5 ft., whips.....	10.00	90.00

### ACER PSEUDOPLATANUS

#### Improved Spaethi

12 to 14 ft., br.....	37.50	350.00
10 to 12 ft., br.....	32.50	300.00
8 to 10 ft., br.....	27.50	250.00
6 to 8 ft., br.....	22.50	200.00
5 to 6 ft., br.....	16.50	150.00
6 to 7 ft., whips.....	12.50	115.00
5 to 6 ft., whips.....	10.00	90.00
4 to 5 ft., whips.....	8.00	70.00

### ACER RUBRUM

#### (Red Maple)

10 to 12 ft., br.....	32.50	300.00
8 to 10 ft., br.....	27.50	250.00
6 to 8 ft., br.....	22.50	200.00
5 to 6 ft., br.....	16.50	150.00
4 to 5 ft., br.....	12.50	115.00

### ACER SACCHARUM

#### MONUMENTALE

##### (Columnar Sugar Maple)

8 to 10 ft., br.....	27.50	250.00
7 to 8 ft., whips.....	25.00	225.00
6 to 7 ft., whips.....	22.50	200.00
5 to 6 ft., whips.....	20.00	175.00
4 to 5 ft., whips.....	17.50	150.00
3 to 4 ft., whips.....	15.00	125.00

### BETULA ALBA

#### (European White Birch)

12 to 14 ft., br.....	35.00	325.00
10 to 12 ft., br.....	27.50	250.00
8 to 10 ft., br.....	22.50	200.00
6 to 8 ft., br.....	16.50	150.00
5 to 6 ft., br.....	12.00	110.00
4 to 5 ft., br.....	8.00	85.00
3 to 4 ft., br.....	6.50	60.00

### FRAXINUS QUADRANGULATA

#### (Blue Ash)

10 to 12 ft., br.....	37.50	350.00
8 to 10 ft., br.....	32.50	300.00
6 to 8 ft., br.....	27.50	250.00
5 to 6 ft., br.....	22.50	200.00
6 to 7 ft., whips.....	18.00	165.00
5 to 6 ft., whips.....	15.00	135.00
4 to 5 ft., whips.....	12.00	105.00

Quantity Prices and Catalog  
Upon Request

### POWELL VALLEY NURSERY

210 S. E. Vista Ave.  
Gresham, Ore.  
Phone: MOhawk 5-3537



mon Kentucky blue is adapted. It may not be so long-lived as the common blue in cooler areas of the county, though it has done well along the San Francisco bay and some of the upland areas. It is a deep blue-green color approaching that of Merion bluegrass. Germination time is the same as for Kentucky, but Newport forms a dense turf sooner, according to Mr. Byrne. He adds it is highly resistant, but not immune, to the rust which is so severe on Merion. In addition, he says, it appears to be more heat tolerant and more persistent than other strains of bluegrass. Since it is relatively new in the county the farm adviser cautions that it should be evaluated for several more years.

It is being reported that a dip of a 1 to 10,000 dilution of Morton Soil Drench C is being successfully used as a cutting dip in nurseries prior to placing cuttings of ornamentals into the rooting medium. A cutting can be safely immersed in such a dip for as long as 10 minutes without damage to a large number of plants tested. Because of the vapor effect of the active mercury compound, cuttings cannot be stored after dipping, but must be placed in the rooting medium immediately.

Retail ornamental nurserymen, particularly in the northern half of the state, are, in general, disappointed in the total business last year. Among the reasons given have been fear of the future held by too many of the possible spenders, poor planting weather during the spring, a dry winter, increased numbers of cut-rate nurseries and garden centers operated by chain stores and increased competition from newcomers in the business, many of whom do not have a full realization of the total costs of doing business.

Word has been received of the death of landscape architect George Goodman Gordon, formerly of Los Altos, in an automobile accident at Marysville, Pa., October 22. In recent years he had been in the east as a landscape consultant and was planning to leave the Harrisburg, Pa., area for a position in the state of Washington later in October. He is survived by the widow and three children.

The fall meeting of the California Association of Agricultural Commissioners was held in the Agriculture building at Sacramento December 13 to 15. Speakers on such subjects as the recent reorganization of the department of agriculture; marketing orders and the commissioners' interests; proposed new laws, policies and programs affecting the division of

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(Oregon-Washington Holly Grape)

A very beautiful evergreen shrub with large, glossy leaves and yellow flowers conspicuously appearing in spring and followed by dark blue berries; a most satisfactory broad-leaved evergreen for any place in the United States.

	Per 100	Per 1000
1-yr., S. ....	\$ 5.00	\$ 40.00
2-yr., S. ....	7.00	60.00
3-yr., S. ....	10.00	90.00

SEEDLINGS have been root-pruned to insure a good root system. The 3-yr. seedlings have also been cut back, to make a more bushy, compact plant.

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SHADE TREES

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Sunburst Locust (Pat. No. 1313)

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Hardy and semihardy varieties.  
Quality only

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plant industry; uses of weed killers and rodent control materials, and standardization and research in agricultural problems were from the United States Department of Agriculture, the University of California, the California department of agriculture and the association membership. The public was invited to all of the sessions December 14 and 15, and the Association of Yellow Dogs held a closed meeting the evening of December 14. W. B. B.

### OREGON CHAPTER NEWS

The Clackamas chapter of the Oregon Association of Nurserymen met at Seid's restaurant the evening of November 29 with good attendance. President of the chapter, Harold Miller, Miller Landscape Service, Milwaukie, led the meeting.

Among those present were the O. A. N. president, Reed Vollstedt, Reed & Cross, Eugene, and Mrs. Vollstedt; Executive Secretary Charles H. Potter and his wife, Milwaukie; Dr. and Mrs. Robert Ticknor (Dr. Ticknor is with the North Willamette experiment station), Aurora, and Mr. and Mrs. Frank Doerfler, F. A. Doerfler & Son, Salem. Mr. and Mrs. Doerfler provided the program for the evening.

Larry Effinger, Clackamas chapter representative on the state board, said that at the past meeting of the board he had proposed a code of standards for the O. A. N., designed to strengthen grading and pricing. An all-chapter committee to study the idea has been proposed, he said.

President Vollstedt reported that F. M. Bellnap had been appointed as the new executive secretary of the O. A. N., to succeed Mr. Potter, who is resigning as of January 1, 1961. He said that Mr. Potter would continue as editor of the O. A. N. Digger, association publication.

Harold Miller, general chairman of the 1961 Multnomah "Parade of Gardens," said that the program for this year's event is already well under way. Hunington & Roth, Landscape Architects, will design the theme garden. The show this year, said Mr. Miller, will emphasize selling and will be a well-lighted, well-named display.

Co-ordinator of the show will be Frank Morishita, Fairdale Nursery, Troutdale. A rules committee has been established this year, consisting of two nurserymen, two landscape gardeners and one florist. Dates set for the show are April 14 to 19.

Franz Kruschke, Kruschke Greenhouses, Clackamas, chairman of the

[Continued on page 90]

## PONDEROSA PINE — BULK GROWN

**CHRISTMAS TREES  
WOOD LOTS  
WINDBREAKS  
REFORESTATION**

*Beautiful  
For  
Flocking*

**YOU ASKED FOR THEM — HERE THEY ARE!**

2 to 6-inch seedlings, once root pruned

**10,000 to 50,000 — 2½¢ each prepaid  
1000 to 10,000 — 3¢ each prepaid  
Over 50,000 — prices on request.  
Sample bunch of 100 trees, \$6.00**

**EXPERTLY PACKED AND PREPAID ANYWHERE IN TERRITORIAL U. S.**

Only by efficient handling of large numbers can we deliver such trees to you at these prices.



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Grown in the healthy, smog-free valley of central California.

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budded on Multiflora in over  
250 varieties.

Write for our list explaining  
our new freight-saving plan.



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**MILTON NURSERY CO.**

Since 1878

**MILTON-FREEWATER, ORE.**

Flowering, Ornamental, Shade  
Trees and Shrubs, Fruit Trees,  
Fruit Tree Seedlings and Angers  
Quince Rooted Cuttings.

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**Moraine Locust (Pat. No. 836)**

**Shademaster Locust (Pat. No. 1515)**

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Combination carlots for eastern  
distributing points.

**DOERFLER SPECIALTIES**

**SHEARED**

**BOXWOOD**

Many nurserymen tell us we  
have the best

**SHEARED**

**GLOBE AND PYRAMID  
BUXUS SEMPERVIRENS**  
in the United States.

Also Dwarf Suffruticosa and general nursery stock, including large shade and flowering trees.

We have shipped in carlots to many parts of the United States for years.

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250 Lancaster Dr., N. E.  
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# CLASSIFIED ADS

Rate: 40 cents per line, each insertion.

Minimum order, \$4.00.

Instructions for the February 1 issue must be received by Friday, January 13.

Forms for February 15 issue will close Friday, January 27.

## AZALEAS

**AZALEAS**  
Heavy, well-shaped 2-yr. plants, budded, 3 to 5 ins., packed in boxes for shipment at no extra charge.

**DWARF AND SEMI-DWARF VARIETIES**  
Christmas Cheer  
Coral Bells  
Hexe  
Hinodagiri  
Macrantha

\$25.00 per 100.

**INDICA VARIETIES**  
Heavy, well-shaped 2-yr. plants, budded, 6 to 8 ins., packed in boxes for shipment at no extra charge.

Brilliant  
Daphne Salmon  
Elegans  
Fisher Pink  
Formosa

\$25.00 per 100.

**AZALEA LINERS**  
Heavy, well-shaped 1-yr. transplants, available April 1, 1961.

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Sweetheart Supreme  
\$12.50 per 100, \$110.00 per 1000,  
\$1000.00 per 10,000.

**INDICA VARIETIES**  
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Fisher Pink  
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\$12.50 per 100, \$110.00 per 1000,  
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New Azalea with longer lasting flowers.  
Full graded plants in clay pots for forcing as needed. Write for prices, stating quantity required. ORDER NOW.

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Thousands of beautiful Kurume, and other evergreen Azaleas, including newer varieties. Dense, bushy, well-budded for landscape planting and forcing. Selling fast—order now. Landscape sizes. Liners.  
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25 varieties.  
Field-grown and rooted cuttings.  
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For forcing and landscape planting.  
Write for our trade list.  
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**MOLLIS x SINENSIS HYBRID AZALEAS**  
60 VARIETIES, COMPLETELY HARDY,  
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**MESKERS BULB CO., WALDWICK, N. J.**

**BARBERRIES**  
Barberry liners, Crimson Pigmy, julianae, julianae nana, mentorensis.  
Please see complete list on pages 68 and 69.  
Templeton, Phytotektor, Winchester, Tenn.

Surplus Stock  
can be easily and quickly turned into  
Cash  
by listing it in the  
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## BERRY PLANTS

**BLUEBERRY PLANTS**  
Bed-grown in the best type of Blueberry soil. Many sizes in both new and standard varieties. Ask for wholesale prices.  
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## LATHAM RASPBERRY PLANTS

Top quality plants, New Jersey twice state inspected. Grown in fumigated soil. Plants are a heavy grade with an exceptionally fine root system.

No. 1, 3/16 to 1/4-in., \$45.00 per 1000.  
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Prices are F.O.B. Free packing. Now or spring delivery.

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**BLACKBERRY PLANTS**  
EBONY KING and select strain ELDORADO, true-to-name, no non-fruiting plants. Ask for wholesale trade list.

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## BEECHES

**FAGUS SYLVATICA, 2-YR. GRAFTS**  
Each, 100

Asplenifolia (Fernleaf Beech),  
18 to 24 ins. .... \$2.00  
Bicolor, 15 to 18 ins. .... 2.00  
Pendula (Weeping Green Beech),  
18 to 24 ins. .... 1.75  
Pyramidalis (Pyramid Green Beech),  
18 to 24 ins. .... 1.75  
Riversi (River's Purple Beech),  
18 to 24 ins. .... 1.75  
WHERE QUALITY EXCELS. NO CHARGE  
FOR PACKING.

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408 Turner Rd. Newport, R. I.

Check Your Stock Now!  
If you have a surplus  
sell it through the  
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**TUBEROUS BEGONIAS**  
Double-flowered CAMELLIA type, 8 colors.

Per 100 Per 1000  
1 1/4 to 1 1/2-in. .... \$ 6.50 \$ 55.00  
1 1/2 to 2-in. .... 10.00 90.00  
2 to 2 1/2-in. .... 15.00 135.00  
2 1/2-in. up, mammoth .... 20.00 175.00  
Double-flowered FIMBRIATA (Carnation),  
6 colors.

1 1/4 to 1 1/2-in. .... \$ 7.50 \$ 65.00  
1 1/2 to 2-in. .... 13.50 125.00  
2-in. up .... 16.50 145.00

**PENDULA (hanging basket type), 6 colors.**  
1 1/4 to 1 1/2-in. .... \$ 8.00 \$ 70.00  
1 1/2 to 2-in. .... 13.50 125.00  
2-in. up (mammoth) .... 17.50 165.00

**PICOTEE, bicolor red and white double**  
flowered.  
1 1/4 to 2-in. .... \$13.50 \$125.00

**MULTIFLORA HYBRIDS, reds, salmons,**  
yellows.

**MULTIFLORA MAXIMA (new), 6 colors.**  
1-in. up .... \$13.50 \$125.00  
Minimum order \$10.00.

**GLOXINIAS**  
The best leading commercial varieties.  
1 1/4 to 1 1/2-in. .... \$ 7.50 \$ 65.00  
1 1/2 to 2-in. .... 15.00 140.00  
2-in. .... 22.00 200.00  
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Minimum order \$10.00.

**FANCY-LEAVED CALADIUMS**  
Over 100 of the finest new commercial named varieties in regular and lance-leaved type. Send for our colored charts with cultural directions.

No. 2, 3/4 to 1-in. .... \$ 6.00 \$ 50.00  
No. 2, 1 to 1 1/2-in. .... 10.00 90.00  
No. 1, 1 1/4 to 2 1/2-in. .... 16.00 150.00  
Jumbo, 2 1/2 to 3 1/2-in. .... 23.00 220.00  
Mammoth, 3 1/2-in. up .... 35.00 325.00  
Minimum order \$10.00.

Include postage charges when requesting shipments by parcel post.

**LOUIS DANK**  
1170 Broadway New York 1, N. Y.  
Dahlias, exhibition varieties: Orfeo, P. of H. and Bronze L. C.; Jersey Beauty, D-Day, Huge Bronze, Orchid, Red, Gold F. D., 100, \$15.00; 1000, \$120.00. Rainbow Mix, 100, \$12.00; 1000, \$100.00. Adams Flower Gardens, New Martinsville, W. Va.

Cannas, northern-grown: The President, Red and Yel. Humbert, Mme. Crozy, Hungaria, R. Wallace, Bulbs, 150, \$10.00; 1000, \$60.00, f.o.b. Adams Flower Gardens, New Martinsville, W. Va.

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### CLEMATIS VINES

Large flowering, from 4-in. pots.  
Blooming size, 1-yr. frame,  
85c each.

Gypsy Queen, purple  
Lanuginosa candida, white  
Ernst Markham, red  
Lawsoniana, shy-blue.

Plants shipped bare-root.

Cash with order.

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## DOGWOODS

**CORNUS FLORIDA RUBRA**  
(Pink Dogwood)

Northern-grown, sheared tops.  
3 to 4 ft., B&B. .... \$ 3.75  
4 to 5 ft., B&B. .... 5.00  
5 to 6 ft., B&B. .... 6.50  
6 to 7 ft., B&B. .... 8.00  
7 to 8 ft., B&B. .... 15.00

Pickup at nursery.

**BROOKVILLE NURSERIES**  
Box 53, Northern Blvd., Glen Head, L. I., N.Y.

### PINK DOGWOOD LINERS

On transplanted stock Per 100 Per 1000  
12 to 18 ins. .... \$45.00 \$375.00  
18 to 28 ins. .... 60.00 500.00

**SEIZ DOGWOOD NURSERY**  
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## EUONYMUS

**EUONYMUS LINERS**  
ROOTED CUTTINGS from open frame.

Per 100 Per 1000  
E. fortunei coloratus .... \$6.50 \$45.00  
E. fortunei Sarcotus .... 8.00 60.00  
E. fortunei minimus .... 8.00 60.00  
E. patens .... 6.50 45.00  
E. patens, small leaf, .... 6.50 45.00  
**FOX NURSERY, HUMANSVILLE, MO.**

Euonymus alatus compactus liners.  
Please see complete list on pages 68 and 69.  
Templeton, Phytotektor, Winchester, Tenn.

## EVERGREENS, Liners

**SPRING 1961**  
ROOTED CUTTINGS

100 1000  
Arborvitae, pyramidal, 6 to 10 ins. .... \$0.10 \$0.09  
Arborvitae woodwardi, 6 to 8 ins. .... .10 .09  
Juniper, Andorra, 6 to 8 ins. .... .11 .10  
Juniper, Hetz, 6 to 8 ins. .... .10 .09  
Juniper, Pfitzer, 6 to 8 ins. .... .10 .09  
Taxus browni .... .10 .09  
Taxus hicksii, 6 to 10 ins. .... .09 .08  
Taxus cuspidata, 6 to 10 ins. .... .09 .08  
Taxus hatfieldi, 6 to 10 ins. .... .11 .10

**1-YR. TRANSPLANTS**  
Taxus densiformis .... .18 .15  
Taxus capitata .... .18 .15  
Taxus cuspidata .... .15 .12  
Taxus hicksii .... .15 .12  
Taxus browni .... .18 .15  
Juniper, Pfitzer (potted), .... .20 .18

**2-YR. TRANSPLANTS**  
Taxus cuspidata .... .20 .17  
Taxus hicksii .... .20 .17  
Taxus browni .... .23 .20  
Taxus hatfieldi .... .23 .20

**3-YR. TRANSPLANTS**  
Taxus cuspidata .... .30 .27  
Taxus hicksii .... .30 .27  
Taxus browni .... .33 .30  
Colorado Spruce (seedlings) .... .12 .08

**4-YR. TRANSPLANTS**  
Taxus cuspidata .... .40 .35  
Taxus hatfieldi .... .40 .35  
Taxus browni .... .40 .35

50 of a variety at 100 rate.  
300 of a variety at 1000 rate.

**JUNIPER GRAFTS**  
Per 10 Per 100  
Canaerti burki, keteleeri .... \$0.55 \$0.50  
Dundee, Hillspire .... .55 .50

**SPRUCE GRAFTS**  
Koster, Moerheim, Swartz, \$1.25 each.  
5 per cent discount, cash with order.

**DRAKE'S NURSERIES**  
G-4342 Branch Rd. Flint 6, Mich.

Nandinas, nice well-rooted, 18 to 24 ins.,  
\$7.50 per 10, \$65.00 per 100. Shipped bare-root in moss.  
Boston Mountain Nursery, Mountainburg, Ark.

## POTTED FIELD LINERS

Per 100 Per 1000

<i>Taxus capitata</i>		
2-yr. seedlings, 4 to 6 ins.	\$ 8.00	\$ 75.00
3-yr. seedlings, 8 to 12 ins.	12.00	100.00
T. 10 to 15 ins.	35.00	300.00
Special discount on large quantities.		
<i>Taxus media Adams</i>		
2-yr., 2 1/4-in. Rose pots,		
8 to 12 ins.	\$24.00	\$220.00
4-yr. TT. field, 12 to 18 ins.	40.00	350.00
<i>Taxus media andersoni</i>		
2-yr., 2 1/4-in. Rose pots,		
8 to 12 ins.	25.00	225.00
3-yr. TT. field, 6 to 12 ins.	35.00	300.00
5-yr. TT. field, 12 to 15 ins.	75.00	650.00
<i>Taxus media brownii</i>		
2-yr., 2 1/4-in. Rose pots,		
8 to 12 ins.	25.00	220.00
3-yr. TT. field, 6 to 12 ins.	35.00	300.00
4-yr. TT. field, 12 to 15 ins.	50.00	450.00
<i>Taxus capitata</i> (seedling-grown)		
4-yr., 2 1/4-in. Rose pots,		
8 to 12 ins.	25.00	220.00
4-yr. T. field, 10 to 15 ins.	35.00	300.00
5-yr. TT. field, 12 to 15 ins.	50.00	450.00
<i>Taxus media clifforti</i>		
2-yr., 2 1/4-in. Rose pots,		
6 to 12 ins.	25.00	220.00
3-yr. TT. field, 8 to 12 ins.	40.00	350.00
<i>Taxus cuspidata</i>		
2-yr., 2 1/4-in. Rose pots,		
6 to 12 ins.	24.00	220.00
3-yr. TT. field, 8 to 12 ins.	35.00	300.00
4-yr. TT. field, 12 to 15 ins.	45.00	400.00
5-yr. TT. field, 12 to 15 ins.	65.00	500.00
<i>Taxus cuspidata</i> improved		
2-yr., 2 1/4-in. Rose pots,		
6 to 12 ins.	25.00	220.00
<i>Taxus cuspidata densiformis</i>		
2-yr., 2 1/4-in. Rose pots,		
6 to 12 ins.	27.50	250.00
<i>Taxus media Halloran</i>		
3-yr. TT. field, 8 to 12 ins.	35.00	300.00
<i>Taxus media hatfieldi</i>		
3-yr. TT. field, 8 to 12 ins.	35.00	300.00
<i>Taxus media hatfieldi</i> No. 18		
2-yr., 2 1/4-in. Rose pots,		
6 to 12 ins.	25.00	220.00
3-yr. TT. field, 8 to 12 ins.	35.00	300.00
4-yr. TT. field, 12 to 15 ins.	50.00	450.00
5-yr. TT. field, 12 to 15 ins.	75.00	650.00
<i>Taxus media heasleyi</i>		
2-yr., 2 1/4-in. Rose pots,		
8 to 12 ins.	27.50	250.00
3-yr. TT. field, 8 to 12 ins.	37.50	350.00
<i>Taxus media hicksii</i>		
2-yr., 2 1/4-in. Rose pots,		
6 to 12 ins.	25.00	220.00
3-yr. TT. field, 8 to 12 ins.	35.00	300.00
4-yr. TT. field, 12 to 15 ins.	50.00	450.00
5-yr. TT. field, 12 to 18 ins.	75.00	650.00
<i>Taxus intermedia</i> (Sebian strain)		
2-yr., 2 1/4-in. Rose pots,		
6 to 12 ins.	27.50	250.00
3-yr. TT. field, 6 to 12 ins.	40.00	350.00
<i>Taxus media Moon's</i>		
2-yr., 2 1/4-in. Rose pots,		
6 to 12 ins.	25.00	220.00
<i>Taxus cusp. vermealii</i>		
2-yr., 2 1/4-in. Rose pots,		
6 to 12 ins.	25.00	220.00
3-yr. TT. field, 8 to 12 ins.	35.00	300.00
<i>Taxus media wymanii</i>		
3-yr. TT. field, 6 to 12 ins.	35.00	300.00
<i>Juniper Andorra compacta</i>		
2-yr. TT. field, 6 to 12 ins.	30.00	275.00
3-yr. TT. field, 8 to 12 ins.	40.00	350.00
<i>Juniperus glauca hetzi</i>		
1-yr., 2 1/4-in. Rose pots,		
4 to 6 ins.	18.00	175.00
2-yr., 2 1/4-in. Rose pots,		
6 to 8 ins.	25.00	220.00
2-yr. TT. field, 6 to 12 ins.	30.00	275.00
3-yr. TT. field, cut backs,		
8 to 12 ins.	35.00	300.00
4-yr. TT. field, cut backs,		
12 to 15 ins.	50.00	450.00
<i>Juniperus chinensis nelsoni</i>		
2-yr. TT. field, 6 to 8 ins.	28.00	250.00
3-yr. TT. field, 8 to 12 ins.	35.00	300.00
4-yr. TT. field, cut backs,		
12 to 15 ins.	50.00	450.00
<i>Juniperus chinensis pfitzeriana</i>		
1-yr., 2 1/4-in. Rose pots,		
4 to 6 ins.	20.00	180.00
3-yr. TT. field, 12 to 15 ins.	35.00	300.00
4-yr. TT. field, cut backs,		
12 to 18 ins.	45.00	400.00
5-yr. TT. field, cut backs,		
12 to 18 ins.	65.00	500.00
<i>Thuja occ. American</i>		
4-yr. TT. field, cut backs,		
24 to 30 ins.	75.00	650.00
<i>Thuja occ. elegantissima</i>		
3-yr. TT. field, 12 to 15 ins.	35.00	300.00
<i>Thuja occ. Hetz's Wintergreen</i>		
3-yr. TT. field, 12 to 15 ins.	35.00	300.00
4-yr. TT. field, cut backs,		
18 to 24 ins.	50.00	450.00
<i>Thuja occ. pyramidalis</i>		
3-yr. TT. field, 12 to 15 ins.	35.00	300.00
<i>Thuja occ. woodwardii</i>		
1-yr., 2 1/4-in. Rose pots,		
4 to 6 ins.	20.00	175.00
3-yr. TT. field, 8 to 12 ins.	35.00	300.00
4-yr. TT. field, 12 to 15 ins.	45.00	400.00
<i>Ilex crenata hetzi</i>		
3-yr. TT. field, 6 to 12 ins.	35.00	300.00
4-yr. TT. field, 10 to 15 ins.	40.00	350.00
<i>Ilex crenata rotundifolia</i>		
4-yr. TT. field, 8 to 12 ins.	35.00	300.00
5-yr. TT. field, 12 to 15 ins.	45.00	400.00
5-yr. TT. field, 18 to 24 ins.	65.00	500.00

(Continued in next column)

(Continued from previous column)

*Ilex crenata stokesii*, pat. 887  
 4-yr. TT. field, 4 to 6 ins. 40.00 350.00  
 5-yr. TT. field, 6 to 12 ins. 50.00 450.00  
 The above a partial list of liners, complete catalog on request.

HEASLEY'S NURSERIES  
 247 Freepoint Rd. Butler, Pa.

## EVERGREEN LINERS

Per 100 Per 1000

<b>GLOBE ARBORVITAE</b>		
woodwardi, dark green, 1-yr. transplants, 4 to 6 ins.	\$30.00	\$250.00
Hovey's, green; 1-yr. transplants, 4 to 6 ins.	25.00	200.00
2-yr. transp., 6 to 8 ins.	40.00	300.00
<b>PYRAMIDAL ARBORVITAE</b>		
compacta, green, 1-yr. transplants, 5 to 7 ins.	35.00	300.00
<b>JUNIPER, Blue Pfitzer</b> (chinensis hetzi), 1-yr. transplants, 5 to 7 ins.	25.00	200.00
<b>JUNIPER, Irish</b> , 1-yr. transplants, 4 to 6 ins.	30.00	250.00
<b>JUNIPER, Andorra</b> , 1-yr. transplants, 4 to 6 ins.	30.00	250.00
<b>JAP. YEW</b> , grown from seed, <i>Taxus cuspidata</i> capitata, upright, pyramidal, 4-yr. transp. (2-2), 6 to 12 ins.	30.00	200.00
<b>JAP. YEW</b> , transplanted rooted cuttings.		
<i>Taxus cuspidata</i> , spreading, 1-yr. transp., 5 to 6 ins.	25.00	175.00
2-yr. transp., 6 to 8 ins.	35.00	250.00
<i>Taxus hicksii</i> , upright, 1-yr. transp., 5 to 7 ins.	25.00	175.00
2-yr. transp., 8 to 10 ins.	40.00	300.00
<i>Taxus brownii</i> , upright, 1-yr. transp., 4 to 6 ins.	25.00	175.00
2-yr. transp., 6 to 8 ins.	40.00	300.00
<i>Taxus hunnewelliana</i> , semi-upright, 1-yr. transp., 4 to 6 ins.	25.00	175.00
<i>Taxus intermedia</i> , spreading, 1-yr. transp., 4 to 6 ins.	25.00	175.00
2-yr. transp., 6 to 8 ins.	35.00	250.00
<b>JAPANESE HOLLY (Ilex)</b> , rotundifolia, transplants, 6 to 10 ins.	35.00	300.00
convexa, transplants, 6 to 10 ins.	35.00	300.00
crenata hetzi, transplants, 6 to 10 ins.	35.00	300.00
<b>AMERICAN HOLLY, FEMALE</b> , 10 per cent male, 1-yr. transplants, 8 to 12 ins.	50.00	400.00
<b>DELIA BRADLEY</b> , 1-yr. transp., 8 to 12 ins.	50.00	400.00
<b>MUSSER FORESTS, INC.</b> , Box 16LC Indiana, Pa.		

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Per 100 Per 1000

<b>Douglas Fir, Colorado Blue strain</b>		
2-yr. seedlings, 3 to 7 ins.	\$4.00	\$25.00
3-yr. seedlings, 8 to 14 ins.	7.00	45.00
<b>Colorado Blue Spruce</b>		
2-yr. seedlings, 4 to 6 ins.	4.00	25.00
3-yr. seedlings, 5 to 10 ins.	6.00	40.00
4-yr. transplants, 5 to 10 ins.	11.00	75.00
<b>Norway Spruce</b>		
2-yr. seedlings, 4 to 8 ins.	4.00	25.00
3-yr. seedlings, 7 to 14 ins.	5.00	35.00
3-yr. seedlings, 10 to 18 ins.	7.00	45.00
4-yr. transplants, 8 to 14 ins.	9.00	60.00
<i>Juniperus virginiana</i> (Red Cedar)		
2-yr. seedlings, 8 to 12 ins.	4.00	28.00
4-yr. seedlings, 15 to 25 ins.	8.00	50.00
<b>Scotch Pine, Austrian Hill</b> , Denmark, domestic strains		
2-yr. seedlings, 4 to 6 ins.	3.00	18.00
3-yr. seedlings, 10 to 16 ins.	4.00	28.00
<b>Scotch Pine, special</b>		
<b>Blue Green strain</b>		
3-yr. seedlings, 8 to 12 ins.	5.00	32.50
<b>Austrian Pine, Lower Alpine strain</b>		
3-yr. seedlings, 8 to 12 ins.	4.00	28.00
4-yr. seedlings, 12 to 18 ins.	5.00	32.50
<b>White Pine</b>		
3-yr. seedlings, 6 to 10 ins.	4.00	28.00
4-yr. transplants, 6 to 12 ins.	8.00	60.00
<b>American Red Pine</b>		
3-yr. seedlings, 6 to 10 ins.	4.00	28.00
5-yr. transplants, 10 to 20 ins.	15.00	100.00
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1-yr. seedlings, 5 to 10 ins.	6.00	35.00
<b>Myrtle, ground cover</b>		
Clumps, 10 to 20 leaders.	8.00	50.00
Write for complete list.		
<b>FLICKINGERS' NURSERY</b> , Box 33 Sagamore, Pa.		

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Rooted in open beds in summer of 1960.		
<i>Ilex rotundifolia</i>	5c	
<i>Ilex hetzi</i>	5c	
<i>Ilex microphylla</i>	5c	
<i>Ilex burfordii</i>	5c	
<i>Ilex bullata</i>	5c	
<i>Ligustrum lucidum</i>	4c	
Write for complete list of liners and finished Evergreens.		

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You can ill afford to plant any other Pine strains. French Blue, 4 to 8 ins. Austrian Green, 5 to 10 ins. Both are non-yellowing. Our price is ONLY \$12.00 per 1000. Order early.  
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 St. Regis Falls, N. Y.

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Each, 100 1000

<i>Andorra Juniper</i> , 8 to 10 ins. T.	\$0.50	\$0.40
10 to 15 ins. T.	.60	.50
<i>Pfitzer Juniper</i> , 8 to 10 ins. T.	.50	.40
10 to 15 ins. T.	.60	.50
<i>Pfitzer comp. Juniper</i> , 8 to 10 ins. T.	.50	.40
10 to 15 ins. T.	.60	.50
<i>Taxus hicksii</i> , 6 to 10 ins. T.	.45	.40
<i>Thuja globosa</i> , 12 to 15 ins. T.	.50	.45
<i>Thuja pyramidalis</i> , 18 to 24 ins. T.	.60	.50
<i>Thuja wareana</i> (Siberian), 12 to 15 ins. T.	.50	.45
2-YR. POTTED, 2 1/4-IN. POTS		
<i>Juniper</i> , <i>Pfitzer compacta</i>	.27 1/2	.25
<i>Juniper</i> , <i>Pfitzer compacta</i>	.30	.27 1/2
<i>Taxus</i> , <i>Adams columnaris</i>	.30	.27 1/2
<i>Taxus brownii</i>	.30	.27 1/2
<i>Taxus hatfieldi</i>	.30	.27 1/2
<i>Taxus intermedia</i>	.30	.27 1/2
<i>Thuja woodwardii</i>	.25	.22 1/2

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South Vienna, O.

## ARBORVITAE TRANSPLANTS

## FIRST GRADE

Grown in open field beds.

Per 100 Per 1000

<b>American</b>		
2-yr., 6 to 10 ins.	\$16.00	\$150.00
3-yr., 10 to 15 ins.	10.00	175.00
<b>Elegantissima</b>		
<b>Globosa</b>		
2-yr., 6 to 8 ins.	24.00	200.00
3-yr., 8 to 12 ins.	27.50	250.00
200 or more take 1000 rate.		
500 or more, SPECIAL quantity discount.		
Government inspected stock.		
No Japanese beetles.		
Write for complete list.		

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 2-yr., pot-grown stock, 7 to 9 ins., sheared, 20c to 26c each, per 1000 rate.  
 1-yr.-old, heavy rooted cuttings, 8c to 10c, per 1000 rate.

NOTE: Write for price list with full line of potted stock and rooted cuttings. "GET ACQUAINTED" OFFER on 250 2-yr. pot plants or 250 rooted cuttings. Special prices on large quantities. Samples free on request. Call collect TIPP CITY, NO 7-6298.

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AND LINERS

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(French and Spanish strains)		
<b>Colo. Blue Spruce</b> , 4-yr., 6 to 12 ins.	10.00	50.00
<b>Norway Spruce</b> , 3-yr., 6 to 12 ins.	6.00	35.00
<i>Juniperus glauca hetzi</i> , 2-yr., 6 to 12 ins.	30.00	300.00
<i>Spreading Jap. Yew</i> , 4-yr., 6 to 12 ins.	40.00	400.00
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IN THIS ISSUE

ON PAGES 34-35.

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Collierville, Tenn.

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## OUR SPECIALTY

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Greek Juniper, 6 to 12 ins.	.....	\$0.12 \$0.10
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Juniperus hibernica, 24 to 30 ins.	.....	1.35
Juniperus stricta, 15 to 18 ins.	.....	1.00
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APPLE STOCK  
EM type I  
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PEAR STOCK  
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2000 dwarf root stock  
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Perfectly rooted and graded.  
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Unrooted. Hand-trimmed from good stock.  
Taxus cuspidata, spd. Taxus brownii  
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Arborvitae, pyramidal  
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2c each.  
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PERENNIALS  
Ready for landscaping size.  
Heavy ONE-YEAR-OLD field-grown plants.  
Over 525 choice HARD TO GET perennials  
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First quality, 1-yr. plants, all sand-grown,  
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Over 500 varieties.  
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PERENNIALS  
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4 to 6 eyes, 100 per case.....\$34.00  
4 to 6 eyes, 50 per case.....18.00  
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THREE OF THE BEST Per 100  
ILEX CRENATA HELLERI  
2½-in. pots ..... \$15.00  
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8 to 12 ins., bed-grown ..... 15.00  
COTTAGE HILL NURSERY, LTD.  
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Thousands of heavy ilex crenata convexa  
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ins., 24 ins. Cheap per 1000. See these pretty  
Hollies yourself. Will meet you at airport,  
Columbia, S. C. Dial SY 3-3429 or SY 3-3959.  
FRIERSON'S FLOWERS, Denmark, S. C.





## LINING-OUT STOCK—Continued

LINING-OUT STOCK		Per 100 Per 1000	
Acer platanoides, 2-yr., T. FR.	12 to 18 ins.	\$15.00	\$120.00
Azalea mollis, seedlings, mixed.	4 to 6 ins., T. beds.	25.00	200.00
Euonymus vegetus, 2-yr., T.	FR. 6 to 9 ins.	35.00	300.00
Fagus sylvatica, grafting size, 2-yr., T. FR. 6 to 9 ins.	12.00	100.00	
Fagus sylvatica, 4-yr., TT.	FR. 12 to 18 ins.	40.00	350.00
Fagus sylvatica, 4-yr., TT.	FR. 2 to 3 ft.	50.00	450.00
Ginkgo biloba, 1-yr., seedlings.	4 to 6 ins.	7.50	70.00
Ginkgo biloba, 2-yr., T. FR.	6 to 10 ins.	18.00	170.00
Ilex aquifolium (Eng. Holly), 2-yr., T. beds, 18 to 24 ins., staked	75.00	650.00	
Pieris japonica, 1-yr., T. beds.	15.00	100.00	
Pieris japonica, 2-yr., T. beds.	35.00	300.00	
Pieris japonica, 3-yr., T. beds.	45.00	400.00	
Pieris japonica, PINK, 3-yr., T. beds	55.00	500.00	
Quercus palustris, 2-yr., T. FR. 12 to 18 ins.	20.00	150.00	
Quercus palustris, 3-yr., TT. FR. 3 to 4 ft.	50.00	450.00	
Taxus cusp. upright, 2-yr., seedlings (over 5000, \$70.00 per 1000)	10.00	90.00	
Taxus cusp. upright, 3-yr., seedlings	15.00	120.00	
Taxus cusp. upright, 3-yr., T. beds	20.00	150.00	
Taxus cusp. upright, 4-yr., TT. FR. 9 to 12 ins. heavy	40.00	350.00	
Taxus densiformis, 2-yr., T. beds	30.00	250.00	
Taxus densiformis, 3-yr., T. beds	45.00	400.00	
Taxus densiformis, 4-yr., TT. FR. 6 to 9 ins. heavy	60.00	550.00	
Taxus densiformis, 5-yr., TT. FR. 9 to 12 ins. heavy	75.00	700.00	
Taxus hatfieldi, 2-yr., T. beds	30.00	250.00	
Taxus hatfieldi, 3-yr., T. beds	45.00	400.00	
Taxus hatfieldi, 4-yr., TT. FR. 6 to 9 ins. heavy	60.00	550.00	
Taxus hatfieldi, 5-yr., TT. FR. 9 to 12 ins. heavy	75.00	700.00	
Tilia cordata, 1-yr., seedlings, 6 to 12 ins.	10.00	90.00	
Tilia cordata, 3-yr., T. FR. 3 to 4 ft.	50.00	450.00	
Tilia cordata, 3-yr., T. FR. 2 to 3 ft.	35.00	300.00	
Zelkova serrata, 1-yr., seedlings, 9 to 12 ins.	7.50	60.00	
Zelkova serrata, 2-yr., seedlings, 12 to 15 ins.	10.00	80.00	
Zelkova serrata, 2-yr., T. FR. 15 to 18 ins.	18.00	150.00	
(Zelkova, substitute for American Elm, not subject to Dutch Elm disease.)			
T—once transplanted; TT—twice transplanted; FR—field row.			
BOULEVARD NURSERIES, INC., Newport, R. I.			
Phone VI 6-1263			

## POT-GROWN GRAFTS

All our understocks are potted up during the spring, grown in frames in pots all summer and grafted the following winter, ensuring the best root system to be grown and assures minimum losses.

	Per 100
*Acer palmatum atropurpureum	\$75.00
*Carpinus alatus fastigiata	60.00
*Cedrus atlantica glauca	75.00
*Cedrus atlantica aurea	100.00
*Cornus florida rubra	50.00
*Cornus florida rubra Prosser	65.00
*Cornus florida pendula	60.00
*Cornus florida fore-plena	60.00
*Cornus florida velchii var.	65.00
*Cornus kousa chinensis	60.00
*Cornus kousa speciosa	60.00
*Hamamelis mollis	50.00
*Hamamelis brevipedata	100.00
*Fagus sylvatica Tricolor	75.00
*Fagus sylvatica riversi	60.00
*Fagus sylvatica pendula	60.00
*Fagus sylvatica heterophylla	60.00
*Fagus sylvatica fastigiata	60.00
*Magnolia stellata	75.00
*Magnolia stellata rubra	75.00
*Magnolia stellata Water Lily	75.00
*Magnolia yulan	75.00
*Magnolia cordata (yellow)	75.00
Picea pung. glauca moerheimi	100.00
Pinus cembra	60.00
Pine, Tanyosho	60.00
*Viburnum carlesii	50.00
*Viburnum bodinieri	50.00
*Viburnum burkwoodi	50.00
*Viburnum chenaultii	50.00

Varieties marked with a star can be supplied in 1-yr., field-grown bedded plants, at \$15.00 per 100 extra above the pot-grown grafts.

## VERKADE'S NURSERIES, WAYNE, N. J.

RHODODENDRONS AND AZALEAS  
SEED, SEEDLINGS AND TRANSPLANTS  
Hardy species and hybrids. Send for list.

JOHN VERMEULEN & SON  
P. O. Box 336A Neshanic Station, N. J.

Sell Stock Quickly and Easily with  
American Nurseryman Classified Ads.

## LINING-OUT STOCK

Bedded 1-yr. in the open.		100	1000
Ilex convexa	.....	\$20.00	\$180.00
Ilex rotundifolia	.....	20.00	180.00
Ilex hetzi	.....	20.00	180.00
Juniperus pfitzeriana	.....	20.00	180.00
Juniperus hetzi	.....	20.00	180.00
Taxus andersoni	.....	20.00	175.00
Taxus brevifolia	.....	20.00	175.00
Taxus capitata, cutting-grown.	.....	25.00	225.00
Taxus capitata Adams, cutting-grown	.....	25.00	225.00
Taxus canadensis stricta	.....	16.00	150.00
Taxus cuspidata	.....	17.50	150.00
Taxus hatfieldi	.....	17.50	150.00
Taxus hunnewelliana	.....	17.50	150.00
Taxus hicksi	.....	17.50	150.00
Taxus intermedia	.....	17.50	150.00
Taxus henryi	.....	20.00	175.00
Taxus densiformis	.....	20.00	175.00
Taxus vermeulenii	.....	17.50	150.00
Taxus wardi	.....	17.50	150.00
Taxus Moon's columnaris	.....	20.00	175.00
Taxus browni	.....	17.50	150.00
2-yr. bedded in the open.			
Ilex convexa, 6 to 9 ins.	.....	\$25.00	\$200.00
Ilex rotundifolia, 6 to 9 ins.	.....	25.00	200.00
Ilex hetzi, 6 to 9 ins.	.....	25.00	200.00
Taxus Adams col., 12 to 15 ins.	.....	50.00	450.00
Taxus Moon's col., 8 to 12 ins.	.....	30.00	250.00
Taxus cuspidata, 6 to 9 ins.	.....	30.00	250.00
Taxus hatfieldi, 6 to 9 ins.	.....	30.00	250.00
Taxus cuspidata comp., 6 to 9 ins.	.....	30.00	250.00
Taxus hunnewelliana, 6 to 9 ins.	.....	30.00	250.00
Taxus browni, 6 to 9 ins.	.....	30.00	250.00
Taxus intermedia, 6 to 9 ins.	.....	30.00	250.00
TAXUS CAPITATA, SEEDLING-GROWN			
1-yr. seedlings	.....	100	1000
2-yr. seedlings	.....	\$ 6.00	\$ 50.00
3-yr. seedlings	.....	10.00	90.00
4-yr. seedlings, transplanted, 6 to 10 ins.	.....	17.50	150.00
.....	.....	30.00	250.00
.....	.....	250.00	2250.00

## CORNUS FLORIDA (WHITE DOGWOOD)

Seedlings		100	1000
1-yr., No. 1 grade	.....	\$ 6.00	\$ 50.00
1-yr., No. 2 grade	.....	5.00	40.00
1-yr., No. 3 grade	.....	4.00	30.00
2-yr., No. 1 grade	.....	12.50	100.00
2-yr., No. 2 grade	.....	10.00	90.00
2-yr., No. 3 grade	.....	10.00	90.00
Special prices on large quantities.			
Full list on request.			

## VERKADE'S NURSERIES, WAYNE, N. J.

## LINING-OUT STOCK

EACH, 100 1000		100	1000
Acer palmatum atropurpureum	.....		
BLOODGOOD, strong 2-yr. grafts	.....	\$1.75	...
OSSI BENI, strong 2-yr. grafts	.....	1.50	...
Cedrus atlantica glauca, 1-yr. grafts	.....	1.00	...
Cornus elegantissima, 2-yr.	.....	.25	...
Cornus florida, 2-yr. grafts	.....	.50	\$0.75
Cotoneaster praecox, 2-yr., T. 6 to 12 ins.	.....	.50	.45
Euonymus alatus compactus, 2-yr., T. 9 to 12 ins.	.....	.30	.25
3-yr., T. 12 to 18 ins., branched, suitable for mail order	.....	.45	.40
Euonymus vegetus, strong 2-yr., T. 9 to 12 ins.	.....	.30	.25
Fagus sylvatica asplenifolia, 2-yr. grafts	.....	2.00	...
bicolor, 2-yr. grafts	.....	2.00	...
pendula, 2-yr. grafts	.....	1.75	...
riversi, 2-yr. grafts	.....	1.75	...
Laburnum vossii, 1-yr. seedlings	.....	.15	.12½
Magnolia solanacea, 1-yr., T. cuttings	.....	.50	.45
2-yr., T. cuttings	.....	.75	...
Picea pungens glauca, 4-yr., T.	.....	.25	.20
Rhododendron wilsoni, 2-yr., T.	.....	1.25	1.00
Rhus cotinus ROYAL PURPLE, 1-yr. grafts, bedded	.....	.75	.60
Thuja nigra, 2-yr., T. cuttings	.....	.40	.35
orientalis aurea nana, strong 2-yr., T. cuttings	.....	.50	.45
Viburnum setigerum (or thierferum), 2-yr. seedlings, 18 to 24 ins.	.....	.18	.15
wrightii, 2-yr. seedlings, 15 to 18 ins.	.....	.15	.12
Weigela vaniciei, 1-yr., SW. cuttings	.....	.25	.20
WHERE QUALITY EXCELS. No charge for packing.			

## C. HOOGENDOORN

408 Turner Rd. Newport, R. I.

## SURPLUS TREES

Pink Dogwood, 6 to 12 ins.	.....	\$0.40 each
Pink Dogwood, 12 to 18 ins.	.....	.50 each
Pink Dogwood, 18 to 24 ins.	.....	.75 each
Pink Dogwood, 2 to 3 ft. (Tied 25 and 10 to a bundle.)	.....	1.00 each
White Dogwood, 18 to 24 ins. br.	.....	.20 each
White Dogwood, 2 to 3 ft. br.	.....	.35 each

## FLOWERING PEACH TREES, tied 25.

Double red, white and peppermint flowering Peaches, June buds.

6 to 18 ins.	.....	\$0.15 each
18 to 24 ins.	.....	.20 each
2 to 3 ft.	.....	.25 each

## FLOWERING CRAB APPLES, tied 25 and 10.

Eleyi, Hopa and Arrow flowering Crabs, 6 to 18-in. whips	.....	\$0.15 each
18 to 24-in. whips	.....	.20 each
2 to 3 ft. whips	.....	.25 each

Write for other surplus trees and shrubs list.

## GLOBE NURSERIES

Box 249 McMinnville, Tenn.

## ROOTED CUTTINGS

Berekmans' Arborv.	.....	10	100	1000
Spiny Greek Juniper	.....	10	100	1000
Retinispora ericoides	.....	10	100	1000
Baker's Arborvitae	.....	10	100	1000
Globe Arborvitae	.....	10	100	1000
Pfitzer Juniper	.....	10	100	1000
Ilex burfordi	.....	10	100	1000
Ilex bullata	.....	10	100	1000
Hetz Juniper	.....	10	100	1000
3 to 5 ins., rooted cuttings	.....	\$1.00	\$6.00	\$59.00
Pfitzer Juniper	.....	10	100	1000
Var. Pittosporum	.....	10	100	1000
4 to 6 ins.	.....	\$1.50	\$8.00	\$75.00
Dwarf Euonymus	.....	10	100	1000
Viburnum odorat.	.....	10	100	1000
Buxus harlandi	.....	10	100	1000
Gardenia radicans	.....	10	100	1000
4 to 6 ins.	.....	\$1.00	\$6.00	\$50.00
3 to 5 ins., rooted cuttings	.....	.75	5.00	40.00
Viburnum odorat.	.....	10	100	1000
Photinia serrulata	.....	10	100	1000
Buxus harlandi	.....	10	100	1000
Globe Arborvitae	.....	10	100	1000
6 to 8 ins.	.....	\$2.00	\$12.50	\$100.00
Podocarpus	.....	10	100	1000
Ilex rotundifolia	.....	10	100	1000
Gardenia radicans	.....	10	100	1000
Ilex bullata	.....	10	100	1000
6 to 8 ins.	.....	\$2.00	\$12.50	\$100.00
8 to 12 ins.	.....	2.50	15.00	125.00

## FLOWERWOOD NURSERY

P. O. Box 206 Cairo, Ga.

## LINING-OUT STOCK

Bedded 2-yr. in open field.  
Samples sent on request, free of charge, as we are proud of our stock.

## TAXUS

Per 1000	
andersoni, 8 to 10 ins.	\$240.00
browni, 8 to 10 ins.	240.00
cuspidata, 8 to 10 ins.	200.00
hicksi, 8 to 10 ins.	225.00
hunnewelliana, 8 to 10 ins.	225.00

## JUNIPERS

Andorra, 6 to 8 ins.	200.00
Hetz glauca, 8 to 12 ins.	200.00
Savin, 8 to 10 ins.	225.00
Von Ehrh, 8 to 10 ins.	225.00

## THUJAS

Am. dark green, 8 to 12 ins.	225.00
Pyramidal, 8 to 12 ins.	225.00
Woodward globe, 6 to 10 ins.	200.00
2-yr. BEDED, 25% trimmed	350.00
Taxus cuspidata, 10 to 12 ins.	400.00
Taxus andersoni, 10 to 12 ins.	400.00

Total orders less than 300, add 5c each plant.

## LINCOLN NURSERIES

Grand Rapids 4, Mich.

## QUALITY FIELD-ROW TRANSPLANTS

Try some if you want the best.

Per 100 Per 1000

Andorra Juniper, 8 to 10, T.	\$15.00	\$125.00
Canadian Hemlock, 10 to 15, TT	25.00	225.00
Globe Arborvitae woodwardi, 8 to 10, TT	25.00	225.00
Pfitzer Juniper, 10 to 15, TT	30.00	275.00
Pyramidal Arb., 10 to 15, TT	27.50	250.00
Taxus cuspidata (spreading Yew), 10 to 15, TTT	35.00	300.00

Free packing. Cash with order. 300 at 1000 rate.

## WHERRY NURSERIES, ST. MARKS, W. VA.

## LINING-OUT STOCK

## SEE OUR DISPLAY AD

## IN THIS ISSUE

## ON PAGE 20.

## CAITWRIGHT NURSERIES

Collierville, Tenn.

Taxus, Ilex, broad-leaved Evergreens, etc., in variety. Write for our latest list of liners and finished stock.

Del-Mar-Va Nurseries, Box 3, Lincoln, Del.

Small Ads Do Great Things in the American Nurseryman Classified Section.

## MAGNOLIAS

## MAGNOLIA GRANDIFLORA

2½-in. pots.

8 to 10 ins.	.....	12c
10 to 16 ins.	.....	16c
16 to 20 ins.	.....	18c

Qt. cans

12 to 16 ins.	.....	20c
20 to 30 ins.	.....	25c
30 to 36 ins.	.....	30c

## ORIENTAL MAGNOLIAS

We could store various varieties of well-branched and heavily budded Magnolias of the finest quality. We also offer top-quality flex, sheared and heavy in growth. Write for wholesale price list.

**SHADY PARK NURSERY**  
R. R. 3 Columbia City, Ind.

**MAGNOLIAS** Each, 100  
Alexandrina, 2-yr., T cuttings, 250 or  
18 to 24 ins. .... \$0.75  
Soulangeana, 1-yr., T cuttings, 50  
2-yr., T cuttings, 18 to 24 ins. .... 75  
WHERE QUALITY EXCELS. NO CHARGE  
FOR PACKING.

**C. HOOGENDOORN, NURSERYMAN**  
108 Turner Rd. Newport, R. I.

Classified Ads Offer Maximum  
Results at Minimum Cost.

## MAPLES

**JAPANESE RED MAPLES**  
(Acer palmatum atropurpureum)  
Carefully selected. Finest red only.  
For now and spring 1961.

2-yr. transplants ready for field planting.

**LIGHTER GRADE** Each, 100 more  
2-yr., light branched, 8 to 10 ins. \$0.33 \$0.30  
2-yr., light branched, 10 to 12 ins. .38 .35  
2-yr., light branched, 12 to 15 ins. .45 .42

**HEAVY GRADE**  
2-yr., nicely branched, 8 to 10 ins. .40 .38  
2-yr., nicely branched, 10 to 12 ins. .48 .45  
2-yr., nicely branched, 12 to 15 ins. .55 .50

Large enough for 6-in. pot for immediate resale. From well-shaped open beds. Extra nice.

3-yr., well-branched, 12 to 15 ins. \$0.80 \$0.75  
3-yr., well-branched, 15 to 18 ins. .95 .90  
3-yr., well-branched, 18 to 21 ins. 1.15 1.10  
4-yr., well-branched, 18 to 21 ins. 1.60 1.50

Extra heavy from field rows

4-yr., bushy, 10 to 15 ins. .... 1.10 1.05  
5-yr., bushy, 12 to 15 ins. .... 1.40 1.30  
Some 5-yr. very bushy. No shipping (B&B)

5-yr., B&B, 12 to 15 ins. .... 2.00 ....  
5-yr., B&B, 15 to 18 ins. .... 2.50 ....  
Shipped dormant. Packed in sphagnum.

Now or early spring.  
Balance before delivery or C.O.D.

**HUBBS NURSERIES**  
512 Route 130 Riverton, N. J.  
Specializing in Jap. Red Maples 15 years.

## MAPLES

**COLLECTED ACER**  
**RUBRUM AND SACCHARUM**  
from whips to 4-in. caliper.  
**CURTIS NURSERIES, INC.**  
Callicoon, N. Y.

Turn Stock into Dollars  
by Listing It in the Classified Ads  
of the American Nurseryman.

## PACHYSANDRAS

800,000 PACHYSANDRAS

Hand-selected, field-grown cuttings,  
\$35.00 per 1000.

Free packing, check with order.

**MARTIN VIETTE NURSERIES**  
Route 25-A East Norwich, L. I., N. Y.  
Phones, Wells 1-2372 or PErsching 1-6255

## PACHYSANDRAS

Shipped now or reserved for you.  
Foliage fed. Greenhouse grown.  
Rooted in clean, white, silica sand.

**THE JOSEPH F. MARTIN CO.**  
Painesville, O.

## PACHYSANDRAS

1-yr.-old, frame-grown, well-rooted cuttings, \$5.50 per 100, \$43.00 per 1000; \$40.00 per 1000 for 5000 or more. Order now for immediate delivery.

**RUSSELL GUTHRIE**  
123 Franklin St. Tarrytown, N. Y.

## PACHYSANDRA TERMINALIS

Per 100 Per 1000  
1-yr., field-grown ..... \$ 5.00 \$ 45.00  
3000 or more plants ..... 42.50  
2 1/4-in., pot-grown ..... 11.50 105.00  
**HANSEN BROS. NURSERIES, INC.**  
Narberth, Pa.

Pachysandras, strong plants, grown in soil frames with light shade. First-class stock, \$6.50 per 100, \$53.00 per 1000; \$50.00 per 1000 for 5000 or more, including good packing. Peekskill Nursery, Shrub Oak, N. Y.

## PACHYSANDRAS

Strong rooted cuttings, \$4.25 per 100, \$40.00 per 1000. No C.O.D.  
**DUNWOODIE NURSERIES**  
6 Smart Ave. Yonkers, N. Y.

## PACHYSANDRA TERMINALIS

1-yr., field-grown, \$60.00 per 1000.  
**HILLCREST GREENHOUSES**  
Miller Park Franklin, Pa.

## PEONIES

## PEONIES

3-5 eyes 2-3 eyes  
**BARONESS SCHROEDER** ..... 103 39  
**CLAIRETTE** ..... 15 15  
**FELIX CROUSE** ..... 17 17  
**FESTIVA MAXIMA** ..... 50 44  
**GEORGIANA SHAYLOR** ..... 40 ..  
**KARL ROSENFELD** ..... 255 124  
**LADY ALEXANDRA DUFF** ..... 30 38  
**L'ETINCELANTE** ..... 64 14  
**LONGFELLOW** ..... 68 ..  
**MME. DE VERNEVILLE** ..... 45 21  
**MRS. FRANK BECH** ..... 183 54  
**MARTHA BULLOCK** ..... 56 ..  
**MONS. JULES ELIE** ..... 113 158  
**NIPPON BEAUTY** ..... 42 ..  
**REINE HORTENSE** ..... 47 ..  
**SARAH BERNHARDT** ..... 45 ..  
**SOULANGE** ..... 28 ..  
**THE MOOR** ..... 15 12  
**TORO-NO-MAKI** ..... 61 16  
**VENUS** ..... 109 41

Strong, healthy, cut from young block, 3 to 5-eye, 30c each; 2 to 3-eye, 25c each. Will sell the entire lot for 5c less per plant.

**HILLENMEYER NURSERIES**  
Lexington, Ky.

## PEONIES

Adolphe Rousseau, Baroness Schroeder, Duchesse de Nemours, Festiva Maxima, Sarah Bernhardt, Lady Alex, Duff, Marie Lemoine, Mons. Jules Elie, Reine Hortense, 3-yr.-old, whole clumps, not divided, 6 eyes and up, \$75.00 per 100, \$700.00 per 1000; divisions, 3 to 5 eyes, \$40.00 per 100, \$350.00 per 1000.

**VERKADE'S NURSERIES, WAYNE, N. J.**

## GRAFTED TREE PEONIES

Red, white, pink, purple and two-tone. 2-yr., \$15.00 per 10, \$125.00 per 100, in balanced assortment, 50 take 100 rate. Pot now for spring sales. Cash with order.

**BROOKFIELD GARDENS**  
Box 88 Brookfield, O.

Watch Your Results From  
American Nurseryman Classified Ads.

## PHLOX

**CREeping PHLOX (SUBULATA)**  
and **TALL HARDY PHLOX**  
Well-developed, field-grown, best varieties.  
Also 500 other popular perennials.

Available any time  
for your best use and profit.  
From cold storage for winter and early spring delivery.

**ORDER EARLY**  
**WELLER NURSERIES CO.**  
P. O. Box 1111 Holland, Mich.

## PHLOX SUBULATA

Our field-grown creeping Phlox have proved to be money-makers for thousands of happy customers throughout the nation. 20 varieties available, at \$14.00 per 100. 250 or more of 1 variety at 12c per plant. Write for our new colorful wholesale catalog today.

**R. R. 2. WALTERS GARDENS**  
Zeeland, Mich.

## PHLOX, UPRIGHT AND SUBULATA

Excellent plants for spring 1961. 32 varieties of upright Phlox and 9 varieties of subulata Phlox. All sand-grown.

Write now for list.  
**RICHARDS GARDENS**  
Box AN Plainwell, Mich.

## PHLOX SUBULATA

(Creeping Phlox)  
Freshly dug plants in liners and transplants. Please write us for list.

**TANGLEWOOD FARM**  
P.O. Box 336 N Phone 1060 Clinton, S. C.

## For \$4.00

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

## At 40c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the February 1 issue to reach us January 13.

Forms for the February 15 issue will close January 27.

## AMERICAN NURSERYMAN

343 S. Dearborn St.

CHICAGO 4, ILL

## PIERIS

ANDROMEDA  
(Pieris japonica)

One of the most beautiful broad-leaved  
Evergreens.

Per 100 Per 1000  
1 to 2 ins. .... \$ 6.00 \$ 50.00  
2 to 3 ins. .... 8.00 75.00  
4 to 6 ins. .... 15.00 140.00  
6 to 8 ins. .... 20.00 190.00  
300 at 1000 rate. Shipped prepaid to your nursery.

## PLANE VIEW NURSERY

1355 W. Main Rd., Rt. 114 Newport, R. I.

## PRIVET

Thousands of Amur River North Privet.

Per 100 Per 1000  
18 to 24 ins. .... \$3.00 \$25.00  
2 to 3 ft. .... 4.00 30.00  
3 to 4 ft. .... 5.00 40.00  
Immediate shipment. Satisfaction guaranteed. Robinson Nursery Co., Greenville, Ga.

## PYRACANTHAS

## PYRACANTHAS

**STRONG, HEALTHY 1-YR.-OLD.**

**EARLY RED**

**GRABERI**

**VICTORY**

**LALANDI**

**TRUE YELLOW (12 to 18 ins.)**

18 to 24 ins., bed-grown, \$15.00 per 100.  
**COTTAGE HILL NURSERY, LTD.**  
4000 Japonica Lane Mobile, Ala.

## RHODODENDRONS

## RHODODENDRONS

Unnamed hybrids of hardy ponticum, catwabiense parentage. Good caliper and foliage for grafting, growing on or over-the-counter sales. Firm lightweight ball. Bed-grown, XX transplants.

6 to 8 ins. .... 30c  
4 to 6 ins. .... 25c  
Minimum order 50 units per lightweight, frost-proofed crate. State shipping method.

**CASH WITH ORDER**  
**RICHARD RESSEL NURSERIES**  
R. 1, Box 125A Mulino, Ore.

## RHODODENDRON LINERS

Own-root  
Well-established transplants  
for field bed planting.

May 1 delivery.  
In a wide range of varieties  
\$85.00 per 100.  
Packing free, cash with order.

Send for new list.  
**WELLS NURSERY**  
Box 141 Red Bank, N. J.

## HYBRID RHODODENDRONS

Excellent quality,  
for landscaping and garden centers.

**PARMENTIER'S ROSES**  
Bayport, L. I., N. Y.  
Phone Bayport 8-0811.

## RHODODENDRONS

Hardy, hybrid seedlings, liners.  
Write for prices and sizes.

**THE LEVICK NURSERY CO.**  
R. F. D. 3 Bridgeton, N. J.

## ROSEBUSHES

## TREE ROSES

Select No. 1 grade standards. Varieties include current A. A. R. S. winners Duet and Pink Parfait, also Garden Party, Kordes Perfecta, Lavender Girl, Pink Peace as well as latest introduction Suspense and many others.

Our bush Rose crop is finest in a decade. We offer only quality stock at competitive prices. Write for complete list, then

Buy the best—Buy Klyn's.  
**GERARD K. KLYN, INC.**  
In the heart of famous Lake County  
Mentor, O.

## ROSEBUSHES

We grow our own Rosebushes and have over 120 varieties (patent and standard, OLD and NEW) to choose from. Our Rosebushes are grown 2 yrs. in the field under the expert supervision of one of the world's leading plant pathologists, using the Manzate-Triton method of disease control. Our Rosebushes are clean, healthy and just bursting with energy. Bare-root BULK Roses are packed FREE in corrugated Poly-lined boxes. Please write, wire or telephone for our new variety and price lists.

**MARTIN'S ROSE NURSERY**  
P. O. Box 155 Phone UL 9-2191 Arp, Tex.

## THE SEASON'S BEST DEAL

See for yourself

by sending for our 1960-61 trade list.

**WE STILL OFFER YOU A CHOICE OF  
BARE-ROOT AND PREPACKAGED,  
PATENT AND STANDARD ROSES.**

**NEW LONDON ROSES**  
"The Rose Nursery"

P. O. Box 876 Overton, Tex.



## ROSEBUSHES—Continued

EVERBLOOMING MINIATURE ROSES	
World's largest selection, over 60 varieties. "Money-makers." See them or write for list. We ship branched own-root, 2 1/2-in. pot size. *Recommended for forcing Per 10 Per 100	
*RED, Spring Hill's choice.....	\$4.00 \$35.00
*CUPID, nearly black-crimson.....	4.50 40.00
*MIDGET (pat. 446), fine rose-red.....	4.50 40.00
*MONS PETIT, cherry-red.....	4.50 40.00
*OAKINGTON RUBY, favorite red.....	4.50 40.00
*PRINCE CHARMING, crimson.....	5.00 45.00
*PINK, Spring Hill's choice.....	4.00 35.00
*BABY BUNTING, cameo-pink.....	5.00 45.00
*POMPON DE PARIS, pink.....	4.50 40.00
*ROULETTI, pink Swiss Alpine.....	4.50 40.00
*SIMPLE SIMON, new salmon-pk.....	6.00 55.00
*WHITE, Spring Hill's choice.....	4.00 35.00
*PIKIE (pat. 408), tiny dbl. white.....	5.00 40.00
*WHITE FAIRY, best for forcing.....	4.50 40.00
*PRESTIDIA, orange bicolor.....	4.50 40.00
*BABY GOLD STAR (pat. 407).....	6.00 ....
BIGGER FLOWERING MINIATURES	
*CAROLYN, sunset orange-red.....	\$5.50 \$50.00
*CRICRI, imported orange.....	6.00 55.00
*GRANADINA, imported crimson.....	5.50 50.00
*JACKIE, golden yellow to cream.....	4.50 40.00
*JULIETTE, vivid crimson.....	4.50 40.00
*PINK FAIRY, lovely soft pink.....	4.50 40.00
*POLKA DOT, finest pure white.....	4.50 40.00
*SPRING SONG, rich rose-pink.....	5.00 45.00
*THE MARR, terra-cotta red.....	5.00 45.00
SPRING HILL NURSERIES CO.	
300 acres of nursery stock. Visit us! Write!	
Dept. AN-F-60	F.O.B. Tipp City, O.

## POLYANTHUS ROSES

Completed grade counts show surplus varieties and grades as follows:

XXX XX No. 1 1/2 No. 2			
Triomphe Orléanais.....	X	X	X
Mother's Day.....	X	X	X
Margo Koster.....	X	X	X
Dick Koster.....	X	X	X
Pink Koster.....	X	X	X

Catalog and volume prices on request.

GERARD K. KLYN, INC.  
In the heart of famous Lake County  
Mentor, O.

## ROSES

Constant research by the Texas Rose Foundation, Inc., plus our 40 years of experience in producing and processing Roses, assures you of the best quality Rose than can be produced.

Write for bare-root and packaged listings of over 140 different patented and non-patented varieties.

L. C. HOUSE & SONS NURSERIES  
Dept. 24 Phone LY 2-2671 Tyler, Tex.

## FINEST QUALITY ROSES SINCE 1923

Wide selection of non-patent and patent varieties, grown under a consistent and thorough spray program.  
Your choice of BARE-ROOT OR PACKAGED Roses.

Write for list.

VERMAY NURSERY CO.  
Dallas Highway Tyler, Tex.  
Dept. 11. Phone LY 4-4432

## PAUL'S SCARLET ROSE

Highest rated of all climbers.

Grade	Each	100	1000
XXX.....	\$0.60	\$0.55	
XX.....	.55	.50	

Send for list of old and new varieties. Grown in Lake County.

JOSEPH J. KERN

Box 33 Mentor, O.

## ROSES

Profit-wise nurseries, garden centers and mail-order firms depend on ARP ROSES. Glittering packs to display. Bare-root for container or landscape. All-America Selections. Catalog and wholesale price list.

ARP NURSERY CO.

Box 3338-A Tyler, Tex.

Rosebushes, 130 varieties. Old and new favorites. Many of the hybrid tea varieties were 4 to 5 ft. tall December 9, 1960, when this ad was sent in. Foliage very clean. These Roses will please your customers. Send for our list before you buy.

P. O. Tate Nursery, R. 3, Tyler, Tex.

Start Your Offer Now  
in the American Nurseryman  
And Watch Sales Climb

## ROSE STOCK

## MULTIFLORA ROSE

For living fence, conservation and budding understock. Hardy northern-grown plants, nematode-free. Our sandy loam produces the finest root system. Our high quality is well known.

Caliper and approximate height	Per 1000
2 to 3 mm., 8 to 15 ins.....	\$12.50
3 to 5 mm., 12 to 18 ins.....	17.50
3 to 8 mm., 15 to 24 ins.....	22.50
4 to 6 mm., budding understock.....	27.50

Ask for quantity prices. We cut the tops back to about 10 ins., for shipping, unless you state otherwise. Prices are F.O.B. Glen Head, packing at cost. For less than 1000, add 30 per cent.

BROOKVILLE NURSERIES  
Box 53, Northern Blvd., Glen Head, L.I.N.Y.

Top quality plants for living fences and conservation plantings.

Root-crown	Approximate height	Per 1000
2 to 3 mm., 8 to 15 ins.....		\$12.50
3 to 5 mm., 12 to 18 ins.....		17.50
3 to 8 mm., 12 to 24 ins.....		22.50
5 to 12 mm., 18 to 36 ins.....		38.50

UNDERSTOCK. Straight shanked seedlings grown especially for understock. Nematode free. Expertly graded to suit the most particular.

4 to 6 mm. .... \$27.50 per 1000  
2 to 4 mm. .... 17.50 per 1000

The above prices are F.O.B. Griggsville, Ill., nursery. All tops cut back to 10 ins. at shipping unless otherwise requested. Our storage facilities are the best. ORDER NOW for spring delivery. 10 per cent discount in lots of 10,000 or over; special quotations on larger quantities. For less than 1000 add 30 per cent. Packing at cost.

FARM LANDSCAPE CO.  
Route 3 Urbana, Ill.

## THORNY ROSA MULTIFLORA

We have a good supply for fall and spring.  
2 to 3 mm. .... \$11.00 per 1000  
3 to 5 mm. .... 16.00 per 1000  
6 to 12 mm. .... 30.00 per 1000

No packing charge. F.O.B. Mt. Vernon, Ill.

Write for quotations on larger amounts.

MESTEL NURSERY  
Route 5 Mt. Vernon, Ill.

## SHRUBS AND TREES

## MAIL ORDER ITEMS

EACH, 100 1000

Acer palmatum atropurpureum (dark Red Japanese Maple), selected types, strong 3-yr. grafts, 18 to 24 ins. .... \$2.00

Buxus sempervirens, true, 2-yr. T (suitable for edging), 8 to 10 ins. .... .20 \$0.17 1/2

Cornus elegantissima, 2-yr., 2 to 2 1/2 ft. .... .25

Cornus florida rubra (Pink-flowering Dogwood), 18 to 24 ins., 2-yr. grafts ..... .90 .75

Cotoneaster praecox, 2-yr. T, 6 to 12 ins. .... .50 .45

Euonymus alatus compactus (dwarf Winged Euonymus), 2-yr. T, 10 to 15 ins. .... .30 .25

Euonymus alatus compactus (dwarf Winged Euonymus), 3-yr. T, 12 to 18 ins. .... .45 .40

Euonymus vegetus, strong 2-yr. T, 12 to 15 ins. .... .30 .25

Fagus sylvatica riversi, 2-yr. grafts, 18 to 24 ins. .... 1.75

Ilex glabra compacta, 2-yr. T, 4 to 6-in. spread ..... .30 .25

Ilex hetzi, 2-yr. T, 8 to 12 ins. .... .30 .25

Ilex rotundifolia, 2-yr. T, 8 to 12 ins. .... .30 .25

Leucothoe catesbaei, 3-yr. TT, 10 to 15 ins. .... .40 .35

Leucothoe catesbaei RAINBOW (NEW), from cuttings, 3-yr. T, 10 to 15 ins. .... .60 .50

Magnolia soulangeana, 2-yr. T cuttings, 18 to 24 ins. .... .75

Picea pungens glauca (Colorado Blue Spruce), 4-yr. T, 6 to 9 ins. .... .25 .20

Rhododendron carolinianum, 3-yr. TT, 6 to 10 ins. .... .60

Rhus cotinus Royal Purple (new dark purple-red leaf Smoke-bush), 1-yr. grafts, bedded ..... .75 .60

Taxus cuspidata, 4-yr. TT, FR., 9 to 12 ins. .... .60 .50

Taxus densiformis, 4-yr. TT, FR., 9 to 12 ins. .... .75 .60

Thuja nigra, 2-yr. T, 12 to 15 ins. .... .40 .35

Thuja orientalis aurea nana, strong 2-yr. T cuttings, 10 to 12 ins. .... .50 .45

Viburnum setigerum (or Thierum), 2-yr. S, 18 to 24 ins. .... .18 .15

Viburnum wrightii, 2-yr. S, 15 to 18 ins. .... .15 .12

WHERE QUALITY EXCELS  
NO CHARGE FOR PACKING

C. HOOGENDOORN, NURSERYMAN  
408 Turner Rd. Newport, R. I.

COLLECTED, INSPECTED HARD MAPLE

Each Per 1000

2 to 4 ft. .... \$0.20 \$175.00

4 to 6 ft. .... .30 275.00

6 to 8 ft. .... .50 450.00

8 to 10 ft. .... 1.00 850.00

10 to 12 ft. .... 1.50 1250.00

AMERICAN IRONWOOD (Ostrya virginiana) 6 to 8 ft. .... \$1.00 each

8 to 10 ft. .... 1.50 each

HARDWOOD CUTTINGS

Shrubs: Cornus, Forsythias, Hydrangeas, A. N. Privet, Honeysuckles, Philadelphus, Spiraeas, Snowberries. Write for varieties and prices.

Evergreens: Taxus, Retinisporas and Junipers, \$15.00 per 1000.

Cash in advance not necessary.

THE SCOTCH GROVE NURSERY  
Scotch Grove, Ia.

Ginkgo biloba, 6 to 10 ins., seedlings, 8c.

Please see complete list on pages 68 and 69.

Templeton, Phytotektor, Winchester, Tenn.

## EVERGREEN SEEDLINGS

100 1000

## SCOTCH PINE (French or Spanish strain)

2-yr. seedlings (2-0), 4 to 8 ins. .... \$ 5 \$ 25

3-yr. seedlings (3-0), 8 to 16 ins. .... 8 40

WHITE PINE

3-yr. seedlings (3-0), 5 to 10 ins. .... 8 40

4-yr. transplants, grafting size..... 15 75

MUGHO PINE

4-yr. seedlings (4-0), 4 to 8 ins. .... 10 50

4-yr. transplants (3-1), 3 to 5 ins. .... 15 75

JAPANESE BLACK PINE

2-yr. seedlings (2-0), 4 to 8 ins. .... 9 45

3-yr. seedlings (3-0), 8 to 14 ins. .... 12 60

WHITE SPRUCE

3-yr. seedlings (3-0), 8 to 14 ins. .... 8 40

5-yr. transplants, grafting size..... 20 100

NORWAY SPRUCE

3-yr. seedlings (3-0), 10 to 18 ins. .... 9 45

5-yr. transplants, grafting size..... 25 125

COLORADO BLUE SPRUCE

3-yr. seedlings (3-0), 6 to 12 ins. .... 9 45

5-yr. transplants (3-2), 8 to 14 ins. .... 35 175

CANADIAN HEMLOCK

3-yr. seedlings (3-0), 8 to 12 ins. .... 16 80

CONCOLOR FIR

3-yr. seedlings (3-0), 6 to 12 ins. .... 8 40

4-yr. seedlings (4-0), 8 to 14 ins. .... 11 55

4-yr. transplants (3-1), 4 to 8 ins. .... 16 80

5-yr. transplants (3-2), 8 to 12 ins. .... 25 125

2-yr. seedlings (2-0), 2 to 4 ins. .... 8 40

3-yr. seedlings (3-0), 5 to 10 ins. .... 12 60

BALSAM FIR

3-yr. seedlings (3-0), 4 to 8 ins. .... 8 40

4-yr. transplants (3-1), 4 to 8 ins. .... 15 75

BALTIMORE GREEN

2-yr. seedlings (2-0), 6 to 12 ins. .... 8 40

2-yr. seedlings (2-0), 12 to 18 ins. .... 10 50

WHITE FLOWERING DOGWOOD

Seedlings, 4 to 8 ins. .... 7 35

Seedlings, 12 to 24 ins. .... 12 60

MUSSER FORESTS, INC.  
Box 16LC Indiana, Pa.

## SHRUBS AND TREES

Each, 100 1000

Euonymus alatus 3 ft. .... \$0.85 \$0.80

2 to 3 1/2 ft. .... 1.15 1.00

Euonymus alatus compactus 2 1/2 to 30 ins. .... 1.15 1.00

2 1/2 to 3 ft. .... 1.50 1.25

Prunus cistena 2 to 3 ft. .... .70 .65

3 to 3 1/2 ft. .... .85 .80

LINING-OUT STOCK

Arborvitae, Woodward globe 9 to 12 ins. .... \$0.50 \$0.40

12 to 15 ins. .... .60 .50

Arborvitae, pyramidal 15 to 18 ins. .... .50 .40

18 to 24 ins. .... .60 .50

Juniperus hetzi 12 to 15 ins. .... .40 .35

18 to 24 ins. .... .50 .45

Juniperus pfitzeriana 9 to 12 ins. .... .35 .30

18 to 24 ins. .... .50 .45

Taxus cuspidata 9 to 12 ins. .... .45 .40

Taxus hicksi 6 to 9 ins. .... .50 .45

Euonymus alatus compactus 2-yr. T, 9 to 12 ins. .... .25 .20

FANCHER'S NURSERY, Sturtevant, Wis.

## DECIDUOUS FLOWERING TREES

Each, 10 100

Double Flowering Peach, red, pink, white

3 to 4 ft., 7/16-in. cal. .... \$0.65 \$0.60

4 to 5 ft., 9/16-in. cal. .... .85 .80

5 to 6 ft., 1 1/16-in. cal. .... 1.10 1.00

Extra heavy branched.

Flowering Crab Apple, eleyi, Hops, floribunda

3 to 4 ft., 7/16-in. cal. .... \$0.80 \$0.70

4 to 5 ft., 9/16-in. cal. .... .95 .85

5 to 6 ft., 1 1/16-in. cal. .... 1.30 1.20

Redbud (Cercis canadensis) 3 to 4 ft. .... \$0.90 \$0.80

4 to 5 ft. .... 1.00 .90

5 to 6 ft. .... 1.40 1.30

6 to 8 ft. .... 2.00 1.75

Following sizes by truck shipment only.

9 to 11 ft., 1 1/2 to 1 3/4-in. cal. .... \$4.75 \$4.25

10 to 12 ft., 1 3/4 to 2-in. cal. .... 5.75 4.75

11 to 13 ft., 2 to 2 1/4-in. cal. .... 6.75 5.75

Request prices on larger sizes and balling.

50 trees at 100 rate. Packing free when cash with order.

GILMORE PLANT & BULB CO.  
Julian, N. C.

## FLOWERING CRABS

HOPA, ELEVI, ALMEY,

DOLGO, RED SILVER

An exceptionally fine growing year has produced a quantity of 5 to 6-ft. grade trees in excess of our needs.

Write us for quotations.

C. R. BURR & CO., INC., Manchester, Conn.

276 N. Main St. "Growing Since '98"

## RHODODENDRONS

Hybrids in varieties. True Red Jap. Maple, also the new Bloodgood variety. Own-root grown. Liners and finished plants. Our complete list of many items of choice nursery stock is now ready. See our beautifully grown Taxus, Ilex, Azaleas, etc.

GERARD K. KLYN, INC.

Mentor, O.

## EVERGREENS, WHOLESALE

A wide selection of Evergreen seedlings and transplants, also hardwoods, shade trees, ornamentals, shrubs and flowering trees. Our selected seed with good heredity and scientific culture assures healthy trees with heavy roots for rapid growth.

Musser offers quality trees at a price made possible through large quantity production. Our cold storage permits late shipments. No charge for packing and boxing. Ask for complete catalog and wholesale planting lists.

Our ad, which appears on page 26 of this issue, shows a partial list of seedlings and transplants.

## MUSSEY FORESTS

Box 16-AC Indiana, Pa.

## NORWAY MAPLE

Prized each, 10 rate 100 rate

1 1/2 to 1 3/4 ins.	\$5.00	\$4.00
1 3/4 to 2 ins.	5.50	4.50
2 to 2 1/2 ins.	6.00	5.00
2 1/2 to 3 ins.	6.50	5.50

## SUGAR MAPLE

1 1/2 to 1 3/4 ins.	5.25	4.75
1 3/4 to 2 ins.	7.00	6.00
2 to 2 1/2 ins.	7.50	6.50
2 1/2 to 3 ins.	8.00	7.00

Write for quotations on Schwedler, Silver, Faassen's and variegated Maples.

C. R. BURR & CO., INC.  
276 N. Main St. Manchester, Conn.  
"Growing Since '38"

## TREES TREES

Maples, Pin, Red and Live Oaks, Willows, Birches, Crab Apples. Order your large sizes of B&B trees now so we can select them before they are picked over and dig them during the winter months when we can devote the amount of time to do the job just right. Burlap is treated and balls are protected in sawdust until you want delivery in late winter or spring.

Send for wholesale list showing varieties and reasonable prices for quality trees, shrubs, Evergreens, Azaleas.

THE TANKARD NURSERIES, Exmore, Va.

## ORNAMENTAL SHRUBS

Crab Apples, 40 varieties; 1-yr. trees and limited number 3-yr. transplants. Descriptive booklet available.

Thundercloud Plum, 1-yr. and 3 yrs., 6 to 8 ft.

Winter King Hawthorn, 1-yr. whips and 3-yr. transplants, 6 to 8 ft.

Taxus and large plants of Magnolia soulangeana.

SIMPSON ORCHARD CO., INC.  
1504 Wheatland Rd. Vincennes, Ind.  
Phone TU 2-2441

## DWARF MAHONIA

Jack Mayhan is authority on mountain-grown Mahonia. This is a new variety selection, hardy as Oak. Very compact, dwarf. Ready now, 100,000 plants. All plants U. S. D. A. inspected. Cash in on my many years' experience.

2-yr., T, \$20.00 per 100, \$150.00 per 1000.

Few 12 to 15 ins.

5 to 6-yr. finished plants, \$3.00 each.

Cash with order. Full return 5-day privilege.

MAYHAN NURSERY, VERADALE, WASH.

Finest quality stock: Flowering Cherry, Plum, Crab, Shade, Faassen's Black and Norway Maples, White Birch and others. Rosebushes, non-patented. Reasonable. Write.

Canby Nursery, R. 3, Box 337, Canby, Ore.

## CHINESE ELM SEEDLINGS

6 to 12 ins.	\$10.00 per 1000
12 to 18 ins.	15.00 per 1000
18 to 24 ins.	22.50 per 1000
2 to 3 ft.	35.00 per 1000

## RUSSIAN OLIVE SEEDLINGS

12 to 18 ins.	\$25.00 per 1000
18 to 24 ins.	37.50 per 1000
2 to 3 ft.	55.00 per 1000

ROGERS & KOPPENHEFFER NURSERY  
2029 Judson Dr. Manhattan, Kan.

LITTLE LEAF EUROPEAN LINDEN  
FINE QUALITY, GOOD HEADS,  
FIBROUS ROOTS

6 to 8 ft., 1 to 1 1/4 in.	\$4.50	\$3.60
8 to 10 ft., 1 1/4 to 1 1/2 in.	7.00	5.50
9 to 11 ft., 1 1/2 to 1 3/4 in.	9.00	7.25
10 to 12 ft., 1 3/4 to 2 in.	12.00	10.00
11 to 13 ft., 2 to 2 1/4 in.	15.00	12.00

## PRINCETON NURSERIES

Princeton, N. J.

## COLLECTED STOCK

CANADIAN HEMLOCK

SUGAR MAPLES

BIRCH CLUMPS, FERNS

AND WILDFLOWERS

Send for wholesale list.

LAMPREY RIVER NURSERY

R. F. D. 1 Radford H. Palmer Durham, N. H.

## FLOWERING CRAB APPLES

Bench-root grafts to order.

150 varieties available.

\$20.00 per 100.

State your wants.

## GARDENVIEW NURSERY

16711 Pearl Rd. Strongsville 36, O.

Cherry Laurel, Prunus, laurocerasus schip-

kaensis, zabeliana, and macrophyllum.

Please see complete list on pages 68 and 69.

Templeton, Phytotektor, Winchester, Tenn.

## TAXUS

## TAXUS CAPITATA

Upright Japanese Yew,

grown from Japanese imported seed.

2-yr. seedlings. Seed sown lightly.

75,000 2-yr. seedlings, 1000 10,000

4 to 6 ins. \$75.00 \$600.00

65,000 2-yr. seedlings, 90.00 750.00

6 to 8 ins.

## SHADE'S NURSERY

624 Colonial Club Dr. Harrisburg, Pa.

Phone Harrisburg KI 5-5417

5 miles east of Harrisburg on U. S. Route

22, Turn north at Inn. 22, nursery 1 mile

north of U. S. Route 22.

## TAXUS

Japanese Yew (capitata), from seed.

(3-2-3), 10 to 18 ins., T, \$1.00 each.

Twice sheared, good color, massive roots.

(3-0), 3-yr., S, 4 to 8 ins.

\$85.00 per 1000, \$10.00 per 100.

(2-0), 2-yr., S, bed-run, 2 to 6 ins.,

\$60.00 per 1000, \$7.50 per 100.

Also Pine, Spruce, Fir.

## DENTON NURSERY

Route 1 Conneaut, O.

## TAXUS

Brevifolia, 2-yr., T	EACH, 100	1000
Brownl, 2-yr., T	\$0.40	\$0.35
Cuspidata, 2-yr., T	.40	.35
4-yr., TT, FR	.60	.50
Densiformis, 2-yr., T	.45	.40
4-yr., TT, FR	.75	.60
Hatfield, 2-yr., T	.40	.35

WHERE QUALITY EXCELS. No charge

for packing.

C. HOOGENDOORN

408 Turner Rd., Newport, R. I.

Sell Stock Quickly and Easily with  
American Nurseryman Classified Ads.

## VIBURNUMS

VIBURNUM CARLESI COMPACTA (NEW)

This is a compact form of Viburnum carlesii with dark green leaves and buds up very readily.

2-yr., T, from cuttings, \$50.00 per 100.

Strong 2-yr. grafts, \$125.00 per 100, \$1000.00

per 1000.

WHERE QUALITY EXCELS. No charge

for packing.

C. HOOGENDOORN

408 Turner Rd., Newport, R. I.

## VIBURNUM HYBRIDS

Bitchiuense, 18 to 24 ins., 2 to 3 ft.

Burkwood, 18 to 24 ins., 2 to 3 ft., 3 to 4 ft.

Carlesii, 18 to 24 ins., 2 to 3 ft.

Chenaulti, 18 to 24 ins., 2 to 3 ft., 3 to 4 ft.

Juddi, 18 to 24 ins., 2 to 3 ft.

18 to 24 ins., \$1.50; 2 to 3 ft., \$2.50; 3 to 4

ft., \$3.00.

B&B, ADD 50c.

VERKADE'S NURSERIES

New London, Conn.

## VIBURNUM CARLESI

Fragrant Mayflower Viburnum.

2-yr. seedlings, 6 to 8 ins., \$20.00 per 100,

\$175.00 per 1000; 8 to 12 ins., \$30.00 per 100,

\$250.00 per 1000.

WHERE QUALITY EXCELS. No charge

for packing.

C. HOOGENDOORN

408 Turner Rd., Newport, R. I.

Viburnum liners, juddi, chenaulti, macro-

cephalum sterile, rhytidophyllum, rhytid-

ophylloides, tomentosum plicatum and tomen-

tosum plicatum grandiflorum.

Please see complete list on pages 68 and 69.

Templeton, Phytotektor, Winchester, Tenn.

Small Ads Do Great Things in the

American Nurseryman Classified Section.

## VINES

## VINES

Each

Boston Ivy, 12 to 18 ins. \$0.30

18 to 24 ins. .45

2 to 3 ft. .50

Please write for quotations on 100 and 1000

lots.

DUGAN NURSERIES, INC.

Center St. Perry, O.

AMPELOPSIS VEITCHI (BOSTON IVY)

2-yr., No. 1 and 2-yr., medium.

Please write for quotations on 100 and 1000

lots.

IVAN R. CONGDON NURSERY

North Collins, N. Y.

## SUPPLIES AND SUNDRIES

## BURLAP

HOLLAND BURLAP squares, for all needs.  
PLAIN, ROT-NOT GREEN plastic preserved.  
HALF MOON CO., Box 27A, Plainfield, N. J.

## CANE STAKES

## NATURAL BAMBOO STAKES

PER 100	1/2-3/4	3/4-1	1-1 1/4
4 ft.	\$2.88	\$3.44	\$4.25
5 ft.	3.60	4.30	5.30
6 ft.	5.16	6.36	8.40
7 ft.	6.02	7.42	9.80
8 ft.	6.88	8.48	11.20
10 ft.	10.60	14.00	
12 ft.	12.72	16.30	

Approximate thickness at bottom end.

F.O.B. Livonia, La. 2000 up, less 5 per cent;

5000 up, less 10 per cent.

A. C. PATTERSON, FRISCO, LA.

FORMERLY OF CENTERTOWN, KY.

## CANE STAKES

A complete line of bamboo cane stakes, from 12 ins. to 8 ft. Available from 7 convenient freight-saving shipping points.

Write for details to America's largest horticultural bamboo distributor.

McHUTCHISON & CO.

695-N Grand Ave. Ridgefield, N. J.

2505 S. E. 11th Ave. Portland 2, Ore.

## BAMBOO CANE STAKES

For greenhouse and nursery purposes.

All types and sizes.

Write for prices and quantity discounts.

ALEC HENDERSON, INC.

1313 W. Randolph St. Chicago 7, Ill.

## OUTDOOR BAMBOO STAKES

All sizes for immediate delivery.

Ask for our Nursery Supply List.

HALF MOON CO., Box 27A, Plainfield, N. J.

## Start Your Offer Now

In the American Nurseryman

And Watch Sales Climb.

## FERTILIZERS

## PETERS SPECIAL

A complete line of soluble and long-life fertilizer formulas specially designed for the commercial grower and manufactured by the Robert B. Peters Co., Inc., the trade's

leading commercial soil test laboratory.

Drop a card for complete price list and your

free brochure, "The Peters System of Soil

Fertility Control."

ROBERT B. PETERS CO., INC.

2833 Pennsylvania St. Allentown, Pa.

If you don't find it listed here

try a Want Ad in the next issue

of the American Nurseryman.

## FLATS

## CYPRESS FLATS

TOP GRADE FLATS THAT LAST

No. Size I.S.M. Per 100 Wt.

1. 14x20x2 1/2 ins. \$25.00 590

2. 14x20x3 1/2 ins. 29.00 680

3. 12x16x2 1/2 ins. 20.00 440

5. 14x16x2 1/2 ins. 22.00 510

7. 15x22x2 1/2 ins. 29.00 670

8. 15x22x3 1/2 ins. 33.00 780

9. 11 1/4 x22x2 1/2 ins. 23.00 540

Any size to order. Bottoms and sides

3/4-in. thick; ends 1/2-in. All planned one side.

5 per cent discount on orders for 500 or

more. Terms: Cash. Up to 3 lines printing,

\$1.00 setup charge plus 1c per end piece.

Shipped K.D., units of 25. F.O.B. Williams-

ton, N. C., truck.

H. C. HILL & SONS

P. O. Box 747 Williamston, N. C.

Phone Swift 2-4127

## CYPRESS FLATS, K. D.

Finest stock obtainable. Guaranteed all

clear heart. Size 20x15x3 ins. inside measure,

\$38.00 per 100.

1x1-in. Cypress stakes, pointed.

50 pcs. to bundle, 4 ft., \$3.50 per bd.

50 pcs. to bundle, 5 ft., \$4.50 per bd.

50 pcs. to bundle, 6 ft., \$5.50 per bd.

Ship same day.

YOHO & HOOKER, YOUNGSTOWN, O.

## FLATS—Continued

WHITE CEDAR FLATS			
Order by No.	Size	Price per 100	Wt. per 100
No. 1.	14x20x2 3/4-in.	\$27.75	320
No. 2.	14x20x3-in.	32.00	400
No. 3.	12x16x2 3/4-in.	21.00	260
No. 4.	12x16x3-in.	24.75	275
No. 5.	14x16x2 3/4-in.	23.75	275
No. 6.	14x16x3-in.	28.00	290
No. 7.	15x22 1/2x2 3/4-in.	31.50	380
No. 8.	15x22 1/2x3-in.	35.75	425
No. 9.	11 1/4x22 1/2x2 3/4-in.	25.75	320
No. 10.	11 1/4x22 1/2x3-in.	29.50	400
No. 11.	14x16x5-in.	32.75	450
No. 12.	5x11 1/2-in.	16.75	160
No. 13.	5x16x5-in.	19.00	215
Plant boxes, 5 1/2x11 1/2x2 3/4-in.		8.00	60
Plant boxes, 5x8 1/2x2 3/4-in.		5.50	45

Skeleton flats to carry TEKPAKS and similar growing containers. (Write us for price list.)

All other sizes quoted on request. Bottoms and sides are 3/4-in. thick and ends are 1/2-in. thick. Plant boxes are made of thinner lumber. Your name and address printed, up to 3 lines in black ink, on one or both end pieces at the following rates: \$1.00 setup charge, plus 3/4c per end piece. Shipped K.D. in units of 25. F.O.B. Cook. All shipments by truck unless otherwise specified.

## QUANTITY DISCOUNTS

Order totaling \$100.00 to \$200.00, 5 per cent; \$200.00 to \$400.00, 6 per cent; \$400.00 to \$600.00, 7 per cent; \$600.00 to \$800.00, 8 per cent; \$800.00 to \$1000.00, 9 per cent; \$1000.00 and over, 10 per cent.

TERMS: 2 per cent, check with order; 1 per cent 30 days, net 60.

H. C. HILL & SONS, INC. Phone NORTH 6-3348 Cook, Minn.

## LABELS

DAHLIA OR TREE LABELS			
		Plain	Painted
3 1/4x5 ins., notched, not wired.		\$3.00	\$3.60
3 1/2x5 ins., wired (copper).		3.95	4.90
POT LABELS			
4x4 ins. (cartons 1000 each).		3.95	4.60
5x4 ins. (cartons 1000 each).		4.30	5.10
6x4 ins. (cartons 1000 each).		4.70	5.80
GARDEN STAKES			
8x5 ins. (cartons 500 each).		\$3.50	\$4.30
10x5 ins. (cartons 500 each).		4.20	5.10

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

Catalog on request.

"We ship same day."

YOHO & HOOKER, YOUNGSTOWN 2, O.

FINEST BLANK OR PRINTED wood labels. BENJ. CHASE CO., VI. Sta., DERRY, N. H.

## PEAT MOSS

"BRODLEAF." Best Holland PEAT MOSS. Gardner No. 110 and No. 85. Growers No. 120. Growers Jumbo No. 170. Two Bales Equal 3. HALF MOON CO., Box 27A, Plainfield, N. J.

## PEAT POTS

JACK POTS  
Thin-line and Sturdwall.  
Immediate shipment.  
F. A. MARTINY & SON  
2824 Magazine St. New Orleans, La.

## PLANT TIES

"QWIK-TIES." NEW, IMPROVED PLASTIC PLANT TIES. Guaranteed fade-proof. Small, strong, almost invisible. Economical and easy to use. Packed in bundles of 250 ties for convenient use.

Size	Per carton of 10,000	Av. weight per carton
4-in.	\$10.00	5 lbs.
8-in.	18.00	10 lbs.
12-in.	27.00	14 lbs.

McHUTCHISON & CO.  
695-N Grand Ave. Ridgefield, N. J.

## PLASTIC FILM

POLYETHYLENE FILM  
Natural transparent, made from Du Pont Alathon, the amazing film for greenhouses.  
4 mil., all rolls 100 ft. long.  
3 ft. wide by 100 ft. long.....\$ 6.00 per roll  
4 ft. wide by 100 ft. long..... 8.00 per roll  
6 ft. wide by 100 ft. long..... 12.00 per roll  
8 ft. wide by 100 ft. long..... 16.00 per roll  
Other sizes available up to 20 ft. wide. Send \$1.00 for liberal sample.  
3 ft. x 10 ft., postpaid.  
Special deal for greenhouse construction. 5 rolls to 9 rolls, 25 per cent discount. 10 rolls or more, 32 1/2 per cent discount.  
"We ship same day."  
YOHO & HOOKER  
520 Williamson Ave. Youngstown 1, O.

POLYETHYLENE FILM  
1 1/2 mil., black, in 1000-ft. rolls, 3 ft. wide, \$17.34; 4 ft. wide, \$22.95.  
2 mil., natural, in 200-ft. rolls, 4 ft. 2 ins. wide, \$6.80; 8 ft. 4 ins. wide, \$12.75; 12 ft. wide, \$18.36.  
4 mil., natural, in 100-ft. rolls, 3 ft. wide, \$5.10; 4 ft. wide, \$6.80; 6 ft. wide, \$9.52; 8 ft. wide, \$12.24; 10 ft. wide, \$15.30; 12 ft. wide, \$18.36; 14 ft. wide, \$21.42; 16 ft. wide, \$24.48; 20 ft. wide, \$30.60; 24 ft. wide, \$36.72; 28 ft. wide, \$42.84; 32 ft. wide, \$48.96; 40 ft. wide, \$61.20.  
6 mil. available in widths up to 40 ft.  
15 per cent discount on orders over \$24.00.  
25 per cent discount on orders over \$60.00.  
40 per cent discount on orders over \$25,000.  
80 ft.  
We pay freight if check is with order.  
ROUGH BROS.  
4229 Spring Grove Ave. Cincinnati 23, O.

POLYETHYLENE FILM  
SAVE MONEY AT THESE LOW PRICES  
.0015 mil., black, 3 ft. x 1000 ft.....\$12.75  
.002 mil., clear, 4 ft. 2 ins. x 200 ft..... 4.58  
.004 mil., clear, 6 ft. x 100 ft..... 5.60  
.004 mil., clear, 16 ft. x 100 ft..... 17.60  
.006 mil., clear, 12 ft. x 100 ft..... 19.80  
Many other widths available in clear or black.  
Save up to one-third. WHY PAY MORE?  
Write for complete list of sizes and prices per roll.

SUPERIOR IMPORTERS  
1421 W. Chicago Ave. Chicago 22, Ill.

DUPONT'S WEATHERABLE MYLAR  
(One side exposure.)  
42 ins. wide x 100 ft. long roll.....\$52.50  
48 ins. wide x 100 ft. long roll..... 60.00  
51 ins. wide x 100 ft. long roll..... 63.75  
1000-ft. rolls, same widths, 13 1/2c per sq. ft.  
FREIGHT PREPAID, CASH WITH ORDER.  
5 mil. TYPE W-2 (two side exposure) also available. Write for prices and information.  
ROUGH BROS., INC.  
4229 Spring Grove Ave. Cincinnati 23, O.

VIKING CLOTH—Plastic Sealed Burlap.  
Let in light. Keep out Water, Wind.  
In 50-yard rolls 5 ft. wide, \$38.00.  
Polyethylene, Clear, Black, Rolls, Sts.  
HALF MOON CO., Box 27A, Plainfield, N. J.

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NEW LOW PRICES  
WILSON HIGH IMPACT  
POLYSTYRENE PLASTIC POTS  
Attractive mottled green colors in utility grade, sold in original cartons only. All prices F.O.B. Dayton, O.

	Per 1000	Wt.
2 -in., round, 1000 case.....	\$ 10.75	13 lbs.
2 1/2 -in., round, 1000 case.....	11.75	18 lbs.
3 -in., round, 1000 case.....	14.50	22 lbs.
3 1/2 -in., round, 1000 case.....	18.25	36 lbs.
4 -in., round, 500 case.....	32.00	30 lbs.
5 -in., round, 300 case.....	63.00	38 lbs.
6 -in., round, 120 case.....	110.00	34 lbs.
7 -in., round, 75 case.....	170.00	30 lbs.
4 -in., round tub, 500 case.....	32.00	33 lbs.
4 -in., round tub, 120 case.....	100.00	25 lbs.
2 1/2 -in., square, 1000 case.....	11.75	17 lbs.
2 1/2 -in., square, 1000 case.....	14.75	22 lbs.
3 -in., square, 1000 case.....	18.25	35 lbs.
4 -in., square, 500 case.....	33.00	33 lbs.
No. 10 Plant Can, 1200 case.....	120.00	45 lbs.

Also available in decorator colors. Write for quote on colors. Send fifty cents (50c) for complete set of samples postpaid.  
DAYTON NURSERY & GARDEN SALES  
P. O. Box 763 Dayton 1, O.  
Phone Baldwin 3-8277

## PRINTING

Letterheads, 8 1/2x11 ins.; envelopes, 6 1/4 size; 250 of each, \$8.50, postpaid to zone 3.  
H. Grebe, 306 Union St., Roversford, Pa.

## REED MATS

GUARD 'N SHADE  
DUTCH-MADE REED MATS  
Carefully woven with a generous amount of reed. Durable and easy to handle. Ideal for coldframe protection in spring and fall.  
AVAILABLE IN 3 SIZES, F.O.B. ATLANTIC AND GREAT LAKES PORTS. 6x6-FT. SIZES AVAILABLE FOR IMMEDIATE SHIPMENT. WRITE FOR PRICES.  
McHUTCHISON & CO.  
695-N Grand Ave. Ridgefield, N. J.

Classified Ads Offer Maximum Results at Minimum Cost.

## SPRAYING EQUIPMENT

SPRAY TANKS  
400 gal. made of 1 1/2-in. cypress staves, 78 ins. long, 40 ins. high, 44 ins. wide. Flat top, rounded bottom. New, packed unassembled in crate. Made for Bean spray rigs. List for \$335.00. Will sell for much less than 50 per cent. Will trade for nursery plants, etc. Will sell repair staves, \$5.00 each.  
MARSHALL SUTHERLIN  
3078 Broad Ave. Memphis 12, Tenn.

## SPHAGNUM MOSS

WISCONSIN'S FINEST SPHAGNUM  
1960 crop, long, clean, heavy fibered, standard 12x14x43-in. bales, solid pack, burlap.

1 to 10, \$1.80; 11 to 50, \$1.75; 51 to 100, \$1.70. F.O.B. Warrens, Wis.

Finest quality milled sphagnum, the ideal material for seed germination. 2 1/2-bu. bags, 1 to 5, \$2.00; 6 to 10, \$1.90; 11 or more, \$1.75 per bag. F.O.B. Warrens, Wis.

Satisfaction guaranteed. Prompt shipping via rail, express or truck. Contact us for special prices on quantity shipments via truck or rail on burlap or wire bales and milled sphagnum in 2 1/2, 5 or 9 bu. bags. Prices subject to change.

WARRENS MOSS CO. Warrens, Wis.  
Box L PHONE TOMAH 625

Fresh, clean sphagnum moss, white, or phone City Point 133 for our low prices on wire-bound bales in truckloads or cartlots.  
Tony Jaromin, City Point, Wis.

## STAKES

CYPRESS PLANT STAKES  
50 pieces to bundle.  
1x1-in.—3 ft., pointed .....\$5.00 per bundle  
1x1-in.—4 ft., pointed ..... 3.50 per bundle  
1x1-in.—5 ft., pointed ..... 4.50 per bundle  
1x1-in.—6 ft., pointed ..... 5.50 per bundle  
1x1-in.—7 ft., pointed ..... 7.00 per bundle  
These stakes are made of cypress and redwood; are good, strong stakes and will give long service. "A little better than seems necessary."

WE SHIP SAME DAY!  
YOHO & HOOKER  
Youngstown, O.

STAKES, GALVANIZED HARD STEEL.  
GALVANIZED tree-guying WIRE.  
HOSE for guy-wire PADDING.  
Prices and samples sent on request.

SCHUPP SUPPLY CO., WILMETTE, ILL.  
Plant Stakes, see large ad under Cane Stakes. McHutchison & Co., Ridgefield, N. J.

## OREGON CHAPTER NEWS

[Continued from page 81]

nominating committee for the chapter, made his report, and the following officers were elected for the ensuing year: President, Howard Smith, Four Mile Farm & Nursery, Canby; vice-president, Dave Brown, Wichita Nursery, Milwaukie; secretary-treasurer, Mrs. Roberta Brown, Wichita Nursery, and board members, Lloyd Hepler, Four Mile Nursery, and Bill Still, Christie Nurseries, Oregon City.

## Meeting Notes

The Sunset chapter of the O. A. N. held a Christmas party as its December meeting at the Forest Hills Country Club, Cornelius.

The Cascade chapter held a meeting December 6 at the S & H Landscape Nursery, Medford. After the potluck dinner, plans for the chapter's participation in the annual "Chapterama" feature of the O. A. N. convention program were discussed.

The board of directors of the Rose City chapter met at the Klupenger Nursery, Portland, November 22. President Joe Klupenger led the meeting. Robert Snodgrass, Esch Nursery and Seven Dees Nursery, was appointed nominating committee chairman. The board made final arrangements for a Christmas party and a second edition of the annual liars' contest. George Caldwell, Portland Wholesale Nursery Co., Portland, was named chairman of the chapter's "Chapterama" program for the O. A. N. convention. Also



serving on the committee are Jack Abbott, Abbott's Green Thumb, Portland, and Ray Collier, Collier Spray & Landscape Service, Portland.

### LANDSCAPE MEN MEET

Presiding over a joint meeting of the Oregon Society of Landscape Architects and the Pacific Northwest chapter of the American Society of Landscape Architects at Eugene, Ore., December 3 were Richard M. Bowe, president of the Oregon group, and Roberta Wightman, president of the A. S. L. A. chapter.

Meetings were held in Harris hall at the Lane County courthouse during the morning, with Mrs. Eunice Brandt, Salem, chairman of the committee on registration, reporting on the proposed Oregon registration law for landscape architects, which has the support of both convening societies.

Reed Vollstedt, president of the Oregon Association of Nurserymen, presented an exemption clause to be incorporated into the proposed licensing bill, which was accepted by the O. S. L. A. The clause read: "This act is not intended to restrict or otherwise affect the right of any individual to engage in the occupation of growing and marketing nursery stock, or to use the title nurseryman or landscape nurseryman provided that no individual shall use the title landscape architect unless he has complied with the provisions of this act."

Prof. Marion D. Ross, of the school of architecture and allied arts of the University of Oregon, Eugene, gave an illustrated lecture on "Urban Open Spaces." Speaker for the evening meeting, which was held at the Village Green motel, Cottage Grove, was the nationally known landscape architect, Robert N. Royston, San Francisco, Calif. C. H. P.

### OREGON NOTES

Erwin Fowler, Milton Nursery Co., Milton-Freewater, vice-president of the Oregon Association of Nurserymen and general chairman for the 1961 O. A. N. convention to be held at the Multnomah hotel, Portland, January 25 and 26, reports that all plans for the convention are completed. Norman June, chairman for the trade fair, anticipates a sell-out again this year. Over-all theme for the convention is the O. A. N. Celebration.

Dr. A. N. Roberts, horticulturist, Oregon State College, Corvallis, has announced completion of the fifth annual Oregon ornamental short



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**UNION'S  
PLASTIC  
HOURLASS  
PLANTER**

**THE NATION'S MOST  
COMPLETE LINE  
OF PLASTICS  
FOR HORTICULTURISTS**

**WRITE FOR PRICES!**

**UNION PRODUCTS, INC.**

**LEOMINSTER, MASS.**

### INCREASE SALES 100%

Don't Keep Your Customers Waiting for information about your stock. These self-selling plastic labels give all the information your customer wants — creating additional sales while you are busy.

We have the largest selection of horticultural subjects on plastic labels anywhere. Available in two types: (1) Over 800 varieties illustrated in full color; (2) over 600 fully descriptive labels with large, readable type.

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**ASK FOR FREE SAMPLES AND CATALOG**

**GROWERS & MANUFACTURERS EXCHANGE**

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Phone OXford 9-0711

No. 3 Container-Marker (picture and holder). Holder is 27 inches high. Prongs at bottom prevent turning in the wind. Use for salesyard display.



## WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements

Display: \$4.50 per inch, each insertion.

Lines: 40¢ line; minimum order \$4.00.

### HELP WANTED

**LANDSCAPE SUPERVISOR** for Delaware nursery specializing in high-quality landscape work, mostly carriage trade. Applicant must take responsibility for execution of all landscape work (including hiring and firing connected with running four crews and maintenance of four trucks and other related equipment); also prepare bids for some project work. Designing by others. Applicant must be between 35 and 50 years old, interested in permanent association and must have horticultural background in commercial landscape field including: Good knowledge of cultural requirements of ornamental plants, ability to move large trees and experience with execution of large-bid projects. An unusual opportunity in a young growing business in a high-income community. Attractive salary, paid vacation. A. A. N. insurance and home in rural setting. Apply Box 2708, Wilmington 5, Del.

### HELP WANTED

We need a general nursery superintendent, must have experience in production and thorough knowledge of plants. Salary open. We will furnish a real nice home above salary. No one but the very highest type of man need to apply. Send references along with small photo, salary expected and when available. We are one of the south's finest nurseries; we have good schools and churches with all white population. Send all letters to:

ARAB NURSERY CO., INC.  
P. O. Box 506 Arab, Ala.

### HELP WANTED

#### SALESMAN

Experienced man in the landscape nursery field. Must have background in designing, preparing estimates and selling to builders, architects, contractors and to larger individual homeowners. One of the oldest and finest firms in the Baltimore area. Send references to Box 778, care of American Nurseryman.

### HELP WANTED

#### MANAGER

\$10,000 bracket, thoroughly experienced, 35 to 50 years old, self-starter, enthusiastic salesman. Retail nursery.

ROSEDALE'S NURSERIES, INC.  
400 W. Huntington Dr.  
Monrovia, Calif.

### SITUATION WANTED

Man with 30 years' experience as salesman and manager in retail landscape nursery and garden center business would like position with firm preferably in Florida or California. Write Box 783, care of American Nurseryman.

**SITUATION WANTED**—College graduate. University of Tennessee, Dec., 1960. Above average marks. Major study, horticulture, specializing in landscape design, propagation, nursery management, plant pathology and taxonomy. Have done part-time work, landscaping and U. S. D. A. greenhouse work last 3 years. Married, 2 small children. No military obligations. Prefer western location. Write: R. D. DARDEN, Powell, Tenn. or call Knoxville, WH 7-9451, evenings.

### HELP WANTED

#### CHOICE OPPORTUNITY IN THE FIELD OF SALES

Immediate sales territories now open in Texas-Louisiana and California areas. McHutchison is looking for aggressive, ambitious and imaginative men desirous of making an advancement. Age preference, 28 to 36 years with horticultural experience.

You will represent one of America's most respected and progressive brokerage firms, featuring the well-known and sales-tested MAC-PAK line to garden centers and greenhouses.

A complete training program before selling is given each representative. Actual practical experience is important and essential.

Salary, commensurate with experience, bonus, actual travel expenses and fringe benefits.

Send full particulars plus photo, if available, for consideration.

McHUTCHISON & CO.  
695-N Grand Ave. Ridgefield, N. J.

### FOR SALE

Buyers for nurseries of all types in any part of the country are reached through an ad in this department, the trade's real-estate and business market. The cost of an ad this size is \$9.00.

### FOR SALE

Small wholesale nursery on 3 acres, 35 miles southeast of San Francisco. Small evergreen stock. Farm house and 2-room cabin. 24x56-ft. new mushroom house. \$35,000—\$15,000 down.

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Rt. No. 1, Box 340 Newark, Calif.  
Phone: SY 7-3074

### FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.  
Elizabeth 4-9041 Waverly 6-0404  
1080 Magnolia Ave. Elizabeth, N. J.

### FOR SALE

Garden center and nursery located on busy U. S. highway in rapidly expanding southwest Chicago suburb. Attractive 8-room, 2-bath home on premises. Death of owner forces sale.

THE GREEN THUMB  
3334 W. 139th St. Markham, Ill.  
Phone: EDison 3-4316

### FOR SALE

10-acre nursery located on main highway 35 miles southwest of Chicago. Good location. 8 acres of growing stock, mostly evergreens. Nursery building and 4-bedroom home. Retirement reason for selling. Write Box 782, care of American Nurseryman.

course program for florists, nurserymen, bulb growers, turf managers, holly orchardists and landscape gardeners. Dates set for the short course are February 7 and 8, at Oregon State College. Each morning, general meetings will be held for discussion of topics of interest to all groups. Sectional meetings are scheduled for the afternoons. Scientists, growers and businessmen will appear on the program.

The second in a series of four landscape design study courses has been scheduled at Oregon State College for January 12 to 14, according to Donald J. Martel, head of the department of landscape architecture.

The Oregon Horticultural Society held its 75th annual meeting at Corvallis recently. Some 1,200 members attended the meeting, at which Stephen G. Nye was elected president.

Knight Percy Nursery, Boyd's Garden & Pet Shop, Hartwig's Peony Farm and Iufer Landscape Co., all of Salem, have contributed plants to help landscape the grounds about the new Pringle Park building.

George Fisher, landscape architect, Salem, has been elected first vice-president of the Salem Rose Society, an organization affiliated with the American Rose Society. He has also been appointed program chairman and editor of the group's monthly publication.

Oregon State College entomologists recently offered a small reward for the first specimen of rain beetle submitted to them from Curry county, Oregon. The grubs of these beetles often injure roots of fruit trees and are suspected of damage in forests.

Christmas tree farms in Oregon were the subject of a half-page article with pictures which ran in the Oregon Journal December 1. The emphasis was on those tree farms which permit customers to cut their own trees. Enchanted Forest, Scappoose; Clint's Tree Farm, Vernonia; J. F. Wheelock Ranch, Oregon City; Kingwood Christmas Tree Farm, Salem; Otto's Christmas Trees, Albany, and Phillips Tree Farm, Eugene, were the firms named in the article.

Retiring after 62 years' service as seedsman with the Portland Seed Co., Portland, is Alberry (Al) George. He first started his work with the Portland Seed Co. in 1898.

The 1960-61 forest service program in the Brookings-Harbor area calls for the planting of 560,000 trees on 789 acres. Approximately 200,000 seeds will be distributed by helicopter over an additional 206

acres. Both plantings will be Douglas fir.

"Miniature Roses Increase" was the title of an article in the Sunday Oregonian Home and Garden magazine November 20. The article was woven about the business operation of Gordon Wiltshire, producer of miniature roses, Portland.

Ernest Iufer, Iufer Landscape Co., Salem, was elected vice-president of the Salem Men's Garden Club for 1961.

W. E. Upshaw, manager of the Portland branch office of the state department of agriculture, retired December 19 after serving the department for 28 years.

Wayne (Duffy) Arnold, Arnold's Clematis Nursery, Milwaukie, addressed the members of the Portland Garden Club recently on the growing and hybridizing of clematis.

C. H. P.

## MINNESOTA CONVENTION

[Continued from page 11]

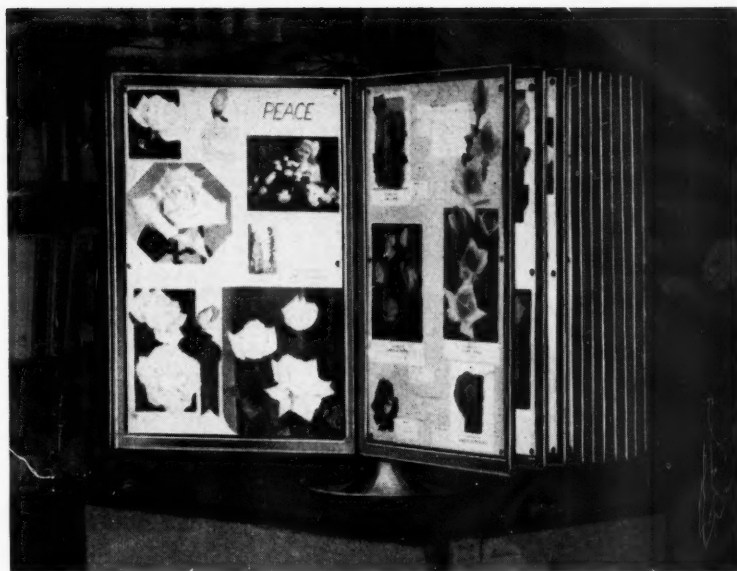
lacking in individual creativeness, began to copy the ancient forms of architecture, especially in the construction of civic buildings, where they used the Greek form of columnar construction, and in churches, where they followed the Gothic theme found in the early edifices in Rome. These structures, when placed in the American landscape, were out of their environment.

As of late, there has been a return to creativeness and individuality in design that might be termed a revolution against the stagnant architectural thinking which prevailed at the turn of the century. This revolution was brought about by contemporary thinking that there are rules of proportion, artistic blending and structural utility which should be followed when building everything from a ranch-type home to the skyscrapers of this day. These are the forces which inhibit most modern architectural thought.

Mr. Cerny cited the work of the late Frank Lloyd Wright as being the perfect blend of architectural design and landscaping. He said that each building requires an individual landscaping job which will complement it in good taste. Landscape men should work in close unity, not in conflict, with the architect's plan.

Mr. Cerny then moved to a blackboard, where he illustrated some typical architectural and planting layouts. The theme of his discussions here were that the unity of the over-all structure and plantings is the objective.

Turning to city planning, Mr.



## Here's a display idea that will boost sales!

An important part of modern merchandising is good display and here's an idea for an attention-getting display that's a real sales-producer: Save all the colorful literature that you receive from growers and then tack this material up on the swinging wing panels of a Multiplex. When the display is lo-

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Panels are steel-framed with fiber-board fillers . . . top-notch workmanship . . . reasonably priced. For complete information, mail the coupon today.

### . . . also learn how you can best PROTECT YOUR SLIDES

Many nurserymen today are compiling outstanding collections of color slides . . . and the problem of storage and classification grows with the collection.

Multiplex cabinets provide protection and convenience. Capacities range from 600 slides, 4x3 1/4 ins., to 6240 slides, 2x2 ins. Easy to remove or insert individual slides.

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DISPLAY  
FIXTURE  
COMPANY

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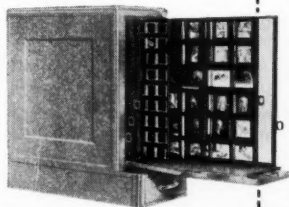
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JA 61



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### How would you play these hands?

In coming months we'll discuss how most "experts" (steady winners) would play the above hands in draw poker, jacks or better to open, 6 or 7 players in the game.

Every hand involves some basic principle of good poker playing. Simple rules, but ones which are most often violated by most good losers. Of course, following the rules is no guarantee you'll win. But, you should win more often.

Ford is not recommending that you gamble. But if you do play poker for money, chalk or marbles... or for that matter, just for the fun of it, you'll probably enjoy the game even more when winning.

In the same series, we'll be telling you of another way to win with Ford, and with no gamble at all: simply by using Ford tractors and equipment to help solve the problems of your job.

Next month, for instance, we'll announce a cash-money offer which so far as we know has never before been made in this field. Watch for it. It could be worth more to you... well, maybe more... than a royal flush!

Tractor and Implement Div.,  
Ford Motor Company,  
Birmingham, Michigan



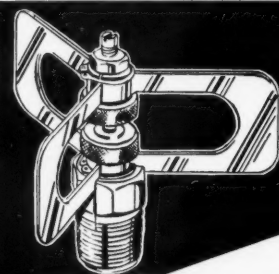
Cerny said that the cities are built for the automobile and truck, not for people. He said that the cityscape, as he termed it, presented another great opportunity for the architectural and landscaping professions to work in unison. He cited Rockefeller Center in New York and various downtown areas of European cities, such as Stockholm and Paris, as examples of what can be done when there is this unity and meeting of the minds. People like to visit the downtown areas of these cities because of their beauty and appeal, whereas, most American cities are vacant canyons after the workaday populace has made its exodus.

Communities need encouragement to undertake projects for the beautification of urban business areas, Mr. Cerny said. He proposed educational programs to bring an awareness of what the addition of selected trees and shrubbery does for the beautification of the urban landscape. He said that the use of various organizations to promote such programs, such as veterans' groups, Boy Scouts and others, has proved successful. Continuing, Mr. Cerny stated that the initiation of a publicity and advertising program under the auspices of organized groups of landscape men and architects to promote such an educational theme would be an ideal solution to this problem.

### Telephone Use

Next on the M. S. N. A. convention program was a film presentation entitled, "In a Manner of Speaking," narrated by Lloyd Porter, of the St. Paul office of the Northwest Bell Telephone Co. The film on fundamentals of good telephone usage, following the theme that telephone courtesy pays off in happy customers, co-operative employees and office efficiency, was well received by the audience. The story revolved around the trials and tribulations of an advertising agency which, due to poor telephone habits, lost an important prospective client. Using a flashback, or what-could-have-been element in the plot, the story was redone with the added ingredient of good telephone habits which, of course, brought about a happy ending.

A brochure made available to the nurserymen outlined the good telephone habits emphasized in the film: (1) When you are to be away from your telephone, leave word with someone—secretary, supervisor, fellow worker—where you will be and when you plan to return. Unless you do, your calls cannot be handled efficiently, nor can you be reached



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### PRECISE PERFORMANCE

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- Stainless Steel Target Screw
- Monel Metal Cylindrical Screen
- Phosphor Bronze Alignment Brackets

Nozzle No.	Office Size	At 20-lb. pressure Diameter G.P.M.
550-A	0.28 in.	5 ft .1

**\$2.95** each. One dozen, **\$23.60** each. Postpaid with check or money order. Guaranteed. 3% tax in Florida.

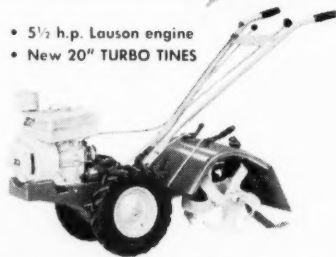
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Ariens 5½ h.p. ROCKET... with fingertip controls... 2 forward speeds and reverse... exclusive tiller drive... all-steel TURBO TINES for 20" tillage... offers more quality, dependability, performance and value than any other tiller in its price range. See it... try it... and you'll agree!

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Rush details about the ROCKET advertised in American Nurseryman.

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COUNTY \_\_\_\_\_ STATE \_\_\_\_\_

quickly if the need arises. (2) Treat every message as an important call. If customers and fellow workers feel they are getting genuine personalized attention rather than routine consideration, they will have more confidence in you, your department and your company.

(3) Always identify yourself as you take or make a call. (4) If the caller gives his name or you recognize the caller by his voice, refer to him by name early in the conversation. This will please him. (5) In handling calls for others—(a) always be informative, courteous and interested; (b) always offer the caller your help or assistance.

(6) In taking messages for others, make complete notes—name of caller (spell it correctly), his firm (or department), his phone number, time the call was taken and your name. If it is necessary, briefly double-check the information with the person calling. You will find that a pad of telephone call forms near your telephone makes message-taking easier. (7) If it is necessary to leave the line during a call, explain the reason to the caller and ask him to excuse you. When you return, be sure to thank him for holding the line. If the wait will be longer than one minute, offer to call him back.

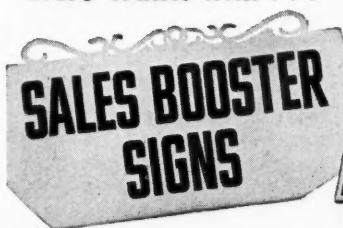
(8) As the caller closes the conversation, thank him for his call before you say goodbye! (9) Return all calls promptly. (10) Stay on the line. Be ready to greet your party. It avoids delay and resentment. Courtesy and respect to the person you are calling demands this. (11) Call by number; your calls will be completed twice as fast. If you do not have the out-of-town number, ask the telephone PBX department to obtain it for you.

After the Monday morning program, a luncheon was held for the members and their wives. Guest speaker at the luncheon was B. H. Ridder, president of Northwest Publications, who spoke on world affairs.

#### Inspection Data

The afternoon session on Monday, November 5, opened with a slide presentation by Ray Carson, of the department of agriculture, who narrated a report on the growth of agricultural products traffic of all types through the port of Duluth. Mr. Carson showed slides of the port facilities at Duluth and of the different types of foreign flagships which have come into the port since the opening of the St. Lawrence seaway. He also discussed control of plant diseases and pests at the port. Each ship coming into the port is thoroughly in-

### Garden Centers and Nurseries Increase Store Traffic with . . .



the **EASY-TO-CHANGE** panel signs that **"Tell What You Sell, When You Sell It"**

When you keep your roadside advertising up to date—offering current items and advertising specials—you are bound to increase store traffic and stimulate impulse sales. When you tell your sales story all year long with just one sign—a Sales Booster Sign—you'll be doing as hundreds of profit-wise operators do. They use Sales Booster Signs because they are more economical, more attractive and are easier to change.



- Sales Booster Signs are now available in 3 distinctive styles—one is sure to fit your layout and reflect the good taste of its owner

For Helpful Tips on How These Proven Sales Boosters Can Enhance Your Lot, Mail This Coupon TODAY!

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Gentlemen: Please send, without obligation, illustrated folder and price list for SALES BOOSTER SIGNS.

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K.W.H.-75 MISTBLOWER, equipped with 3-H.P. engine, gives complete mist penetration to 50 ft.

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North Caldwell, N. J.

**For the Legitimate Nurseryman**  
**Here's the best practical answer**  
**To cut-rate chain-merchandising**

**A HEALTHY, THRIVING PLANT  
 GROWING IN A STURDY**

## Cloverset Pot

**MAKE MORE MONEY — SELL QUALITY.** A thriving plant, growing in its own Cloverset Pot, makes an attractive display, is convenient to handle and easy to sell. You can safely stake your reputation on customer satisfaction.

Mass displays of CLOVERSET potted plants are so beautiful, so convenient, profitable cash-and-carry business should increase from the day you start using CLOVERSET pots.

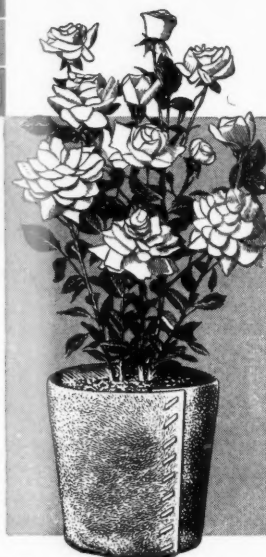
**SIZES FOR EVERY NEED:** Roses, Perennials, Shrubs and Young Trees.

Size	Height	Top Diam.	Nearest Clay Pot	No. in Carton	WEIGHT Per 1000	F.O.B. Kansas City		Cloverset Pot Prices  F.O.B. Kansas City
No. 0	5½ ins.	5 ins.	6 ins.	200	210 lbs.	Per 100	Per 1000	
No. 1	6½ ins.	6 ins.	7 ins.	100	340 lbs.	\$4.25	\$40.00	
No. 2	9½ ins.	7 ins.	8 ins.	100	535 lbs.	5.25	50.00	
No. 3	9 ins.	8 ins.	9 ins.	100	600 lbs.	5.75	55.00	
						6.25	60.00	
						25 pots, \$7.70; 50 pots, \$14.60; 75, \$21.75; 100, \$26.15; 1000, \$231.00.		
No. 4	13 ins.	12 ins.	....	25	133 lbs.	Per 100		

Write for FREE literature—Send 50c for a sample set (limit one).

Dept. AN 011

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spected before it is granted clearance. He explained further the functions of the department of agriculture inspectors and their work in co-operation with the customs department at various points of entry.

Following the slide presentation, a film on the co-operation maintained between the customs and department of agriculture inspectors in combating the importation of diseased plants and animals was presented. This film showed graphically what could happen if the inspectors were less meticulous in their duties.

The afternoon sessions were concluded with the previously mentioned round-table discussion groups. Because these various sessions were held simultaneously, the report of each group's findings was given to the general assembly on Tuesday. A report of these discussions is presented separately in this issue.

The program for the first day of the convention was concluded Monday evening with a banquet and vaudeville entertainment.

### Business Meeting

A business meeting was held as the first event on the Tuesday morning agenda. Reports were given by the chairmen concerning their particular committee's work during the past year. Following this, the election of officers took place and the new slate was announced as previously given.

Speaking on membership, Ed Reid said that the active membership had increased from 71 to 74 in the past year and that associate membership had also increased, from 29 to 35. President Bachman closed the morning business meeting with a welcome to the new members.

The featured speaker on the Tuesday morning program was Jack MacAlloon, of Lloyd MacAlloon & Associates, a labor relations consulting firm within the Minneapolis-St. Paul area. Mr. MacAlloon spoke on the subject of employee-employer relations.

He said that the problems of employee-employer relations are essentially the same in all fields. There are laws governing labor relations with which employers should become thoroughly acquainted, in order to meet any eventuality that might arise in their businesses.

One problem which is inherent in the nursery industry, Mr. MacAlloon said, is that of seasonal employment. Other industries facing this particular problem have found an excellent source of labor in high school and college students, who generally are conscientious workers. Many firms are able to have the same persons return

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**NOW! 4 WAYS TO GET A  
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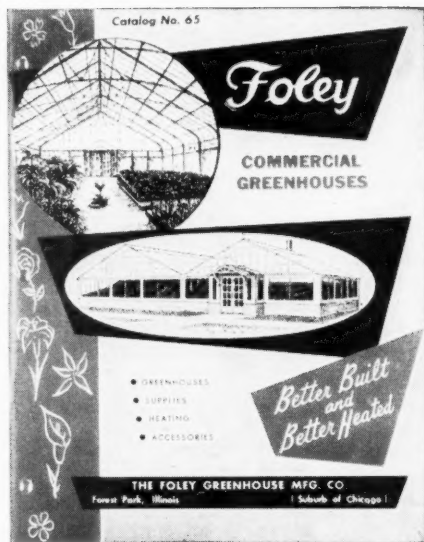
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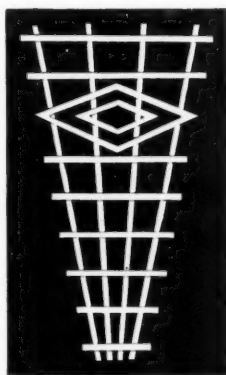
AN

year after year to supply their seasonal needs. This, of course, eliminates the need for a great deal of employee training. But in order to have this type of trained seasonal help available, it is necessary to create an atmosphere in which individuals enjoy working. The best advertisement is to have employees who are content in their work, Mr. MacAlloon added. But, of course, one is limited in the amount of remuneration which can be given them, he said. It is a characteristic of the nursery industry that there is not sufficient work being done in the field of employee recruitment. This problem should be seen and acted on as a group, the speaker declared.

Further, he said, a trade association can obtain many good ideas from colleagues and channel them to others. By considering the ideas of various members, one may arrive at a concrete solution to his own problem. Many associations have an executive secretary through which this information can be channeled. Of course, he added, there are differences in geographic areas with regard to the labor problem.

### Union Problem

Concerning labor unionism, Mr. MacAlloon said that this is likely to



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NOW — LOWER PRICES

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Many, Many More. One Source —

No Costly Warehousing. Direct Factory Shipments.

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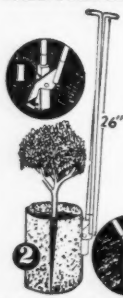
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## IT'S THE MOST COAST TO COAST

The *genuine*  
**REDHEAD CAN SHEAR**



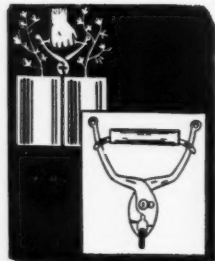
"Saves" the most.  
"Lasts" the most.  
"Hurries" the most.  
Cuts the most cans,  
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everywhere! By June, '59, almost 30,000 Redheads were cutting millions of cans off plants every month.

### DO YOU HAVE THIS LABORSaver?

It pays to cut every can before it leaves your nursery. Customers can't be trusted to knock out a plant without breaking top or root ball!

Price: 1 or 2, each, \$7.00; 3 for \$18.75, plus postage. (Package weight, 1 unit, 5 lbs.)

The *original*  
**HANDY-MAN GRIPZIT**



Grips one can or two. Holds on like a bulldog, yet lets go at once when you set plants down. Picks any canned plant out of a jam-packed block of cans. Saves hours when loading trucks, yard dollies or just relocating display plants.

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From North and South Carolina, Georgia, Alabama and Florida, write COLUMBIA NURSERY SUPPLY CO., Box 5068, Columbia, S. C.

From Illinois, Indiana, Ohio, Kentucky and Tennessee, write A. M. LEONARD & SON, Piqua, Ohio.

From Kansas, Missouri, Oklahoma, Arkansas, Louisiana, Mississippi and Texas, write VERHALEN NURSERY CO., 12140 Harry Hines Blvd., Dallas, Tex.

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become a problem for the nursery industry. He cited an example where the members of various trade unions working at a shopping center went on strike because the men doing the landscaping were not members of a union. As the move to the suburbs continues and new shopping centers are set up, it is likely that anyone who contracts for the landscaping will run into attempts to unionize the landscape help, especially on large-scale projects, which require the use of the members of the various building trade unions, he added.

Many people feel, Mr. MacAlloon continued, that because an industry is small, unions will not take notice of it and will not attempt to unionize it. This is not so, he said; if an industry is related to other industries which use organized labor, unions will, sooner or later, make a move to enter that industry. Concluding his discussion, the speaker said that an industry such as the nursery and landscape trades, which, up until now, has not been faced with the unionization of its workers, is ripe for an invasion by organized labor, and he added that now is the time to consider how this invasion will be faced, when it comes. With the new national administration coming into office in January, it is likely that organized labor will seek more concessions than it did during the previous administration, Mr. MacAlloon concluded.

At this point the convention recessed for lunch. After the luncheon, Mr. Bachman introduced Vincent Bailey, president of the American Association of Nurserymen, who reported on recent conferences held under the auspices of the A. A. N. Mr. Bailey then introduced Robert F. Lederer, A. A. N. legislative assistant, who presented a report on the activities of the Washington office of the A. A. N. Mr. Lederer mentioned the association's publications and spoke briefly on the possible effects the new administration program may have on business.

#### Storage Discussed

The final feature speaker on the Minnesota meeting program was Vincent Bailey, who spoke on the topic "The Modern Nursery Storage." Mr. Bailey's talk is reported in full in a separate article elsewhere in this issue.

The 1960 meeting was brought to a close by a report delivered by Dr. Leon Snyder, head of the University of Minnesota's department of horticulture, who gave a report on the department's activities in the past year. Dr. Snyder thanked the M. S. N. A. for its support in the

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**CULTIVATES SAFELY BETWEEN EACH PLANT**

**WHY RISK YOUR CROP WITH CHEMICAL WEED CONTROL?**



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## HAWAIIAN FERN POLES

Ideal for Bark Work

### SQUARE CUT POLES

	No. Per Carton	Weight	
1x1x16 ins.	144	17 lbs.	\$10.60
1½x1½x18 ins.	128	28 lbs.	24.00
1½x1½x24 ins.	64	25 lbs.	16.95
2x2x18 ins.	72	32 lbs.	16.00
2x2x24 ins.	36	23 lbs.	13.25
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2x2x36 ins.	36	38 lbs.	24.00
2x2x48 ins.	36	48 lbs.	35.10

### NATURAL SECTION POLES

These are triangular, the long side being in natural state. Poles are strong, attractive and cost less than square cut poles.

3x36 ins.	20	40 lbs.	\$15.60
3x48 ins.	20	50 lbs.	22.25

### NATURAL FERN SLABS

These are approximately 2 ins. thick, 5 to 7 ins. wide.

48 ins., 12 per carton, 48 lbs. \$17.00  
These are basic sizes. The slabs are easily cut by saw to make other sizes.

## HAWAIIAN (HAPU) FERN FIBER

Best growing medium yet found for ORCHIDS

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**COARSE**—for grown plants

**MEDIUM**—for mature seedlings

**FINE**—for community pots

Analysis and full information mailable on request.

\$1.50 per bag, approximately 2 cu. ft.

## BERKERY, INC.

66 Reade St., New York 7, N. Y.

development of the university arboretum. This aid was given in the form of donated plant material and money. Dr. Snyder stated that the University of Minnesota's horticulture department has undertaken many research projects that are of particular interest to the nurserymen. Both small lawn trees and larger shade trees are being observed. Among the more unusual species being studied is the Kentucky coffee tree, which Dr. Snyder said is extremely resistant to attacks by insects and is hardy.

River birch and the elm-leaved mountain ash are other little-used ornamentals which could be used to greater advantage. Crab apples such as Red Splendor maintain fruit into December. Cotoneaster multiflora also was cited for its winter fruit qualities.

### NEW YORK CONVENTION

[Continued from page 7]

Peter Costich, Hicks Nurseries, Inc., Westbury, Conn., membership committee chairman.

### Empire Nurserymen's Dinner

This dinner honored those members who had, during 1960, sponsored one or more new members in the New York State Nurserymen's Association. The Empire nurserymen present included: William Boocock, Four Winds Nursery, Eggertsville; Bernard Stangler, Land O' Trees Nursery, Williamsville; Richard Roberts, Roberts Nursery Co., Dansville; Eugene Detmer; A. L. Synesael, Jackson & Perkins Co., Newark; C. Powers Taylor, Rosedale Nurseries, Inc., Hawthorne and Millbrook; Peter Costich; Baier Lustgarten, Middle Island; Lawrence Labriola, Scarsdale and Armonk; Clarence Vanderbrook, C. W. Stuart Co., Research Division, Newark; Ed Baker, Baker's Nursery, Hoosick Falls; Marshall N. Smith, Brookside Nursery Inc., Penfield; Arthur Rundell, Maxwell, Bowden & Rice, Inc., Geneva; Valteau C. Curtis, Curtis Nurseries, Inc., Callicoon, and Walton S. Scherer, S. Scherer & Sons, Northport.

During 1960 the New York State Nurserymen's Association grew by some 70 new members, including associate members in the garden living industries. The Empire nurserymen were awarded a lapel pin, the work of a special committee headed by Clarence Vanderbrook, secretary of the N. Y. S. N. A.

Max E. Brunk, professor of marketing, Cornell University, Ithaca, and consultant on marketing, pre-

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1 qt. ....	1.39	12 to case ....	10.00
1 gal. ....	3.25	6 to case ....	11.70



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A safe, one-shot, laborsaving material for controlling borers affecting lilacs, rhododendrons, locusts, willows, maples and fruit trees. Dilutes with water. A good seller to home gardeners, a big favorite with nurserymen.

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8 oz. ....	\$1.00	12 to case ....	\$ 7.20
1 qt. ....	2.00	12 to case ....	14.40
1 gal. ....	5.00	6 to case ....	18.00



PRATT'S SPRAY  
FOR EVERGREENS

Controls all common insects affecting evergreens, shade trees and ornamentals. Kills aphid, bagworms, Japanese beetles, juniper webworms, leaf hoppers, leaf miners, red spiders, mites and many others. Contains Lindane, Malathion and DDT. Dilutes 1 to 250.

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1 pt. ....	2.50	6 to case ....	9.00
1 qt. ....	4.50	6 to case ....	16.20



PRATT'S 72%  
CHLORDANE

Provides an easy do-it-yourself method of termite control, pre-emergence crab grass control and grub-proofing. Many uses for household and garden pests, especially ants. Contains 8 lbs. Chlordane per gallon.

	Retail	Packed	Dealer
4 oz. ....	\$1.25	12 to case ....	\$ 9.00
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1 pt. ....	3.59	6 to case ....	12.92
1 qt. ....	5.65	6 to case ....	20.34

Freight allowed on 6 or more cases.

Prices slightly higher west of Mississippi River.

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Are Used Throughout the  
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No. 1W — Compound  
Lever Tree Trimmer  
Poles 4 ft. up to 16  
ft., \$17.00 to \$23.00.

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SAW, 24-in. tut-  
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No. 44—Pole Saw, 4 ft., \$13.00 to 16  
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"Weather Resistant"

- Made of Water-resistant Tough Tag Board
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Size 1x6 Ins.  
Prices per 1000—White Tag Stock  
1000 to 4000....\$1.50    20,000....\$1.05  
5000 to 9000.... 1.30    50,000.... .85  
10,000 ..... 1.15    100,000.... .80

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1621 Dana Ave.    CINCINNATI 7, O.

sented an address, "Face the Music," which is published elsewhere in this issue.

#### Market Development Report

Also heard during this period was a report of the A. A. N. market development and publicity committee, given by Marshall N. Smith. He explained how the committee's program had been developed along the lines of people's interests and desires and how efforts had been made to have garden editors write about garden living rather than outdoor living. Films and TV broadcasts are prepared to show properties and communities as people would like them to be. Both industrial landscaping programs and city renovation plans have helped to stimulate property improvement by individuals, it was stated.

Landscaping his factory makes the modern industrialist feel that his firm is a better neighbor, more civic minded and a better employer. In consequence, industrial landscaping volume has increased over 500 per cent in 10 years. Highway landscaping is growing, too, because it also has been based on the functional uses of plants. Indoor-outdoor planting relationships are being featured as a new concept to be developed.

Nurserymen should continue to promote planting in connection with the lives of people, at home, in town, at work or on the highway, Mr. Marshall said. Prices should be set to obtain maximum profits; the old law of supply and demand no longer holds decisively. Quality of merchandise should be featured, and selling plans should be considered with reference to their appeal to women, who purchase 73 per cent of the nursery stock sold.

Dancing and entertainment concluded the dinner program.

#### Garden Communications

The Wednesday morning panel discussions, reported on another page of this magazine, were followed by lunch and then by a new event, an open discussion on garden communications. Participating were 10 garden editors from New York newspapers and magazines, representing over 9,000,000 subscribers and a large share of the garden information reaching America's 34,000,000 garden families. Matthew A. R. Bassity, Matthew A. R. Bassity, Public Relations, New York, N. Y., was chairman of the panel, on which were Robert P. Crossley, Woman's Day; Mary E. O'Brien, Popular Gardening; Carroll C. Calkins, House Beautiful; Ralph Sargent Bailey, House and Garden; John Whiting,

## BOOKS — FOLDERS — HANGERS for Nurserymen



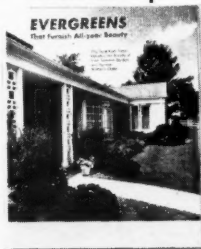
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### 4 Popular Folders

Each folder 10 3/4 x 35 in., open, printed in full color.

1. SHRUBS,
2. EVERGREENS,
3. SHADE TREES,
4. ROSES

Each **25¢**



### Better Fruits and Flowers

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430 items illustrated in full color

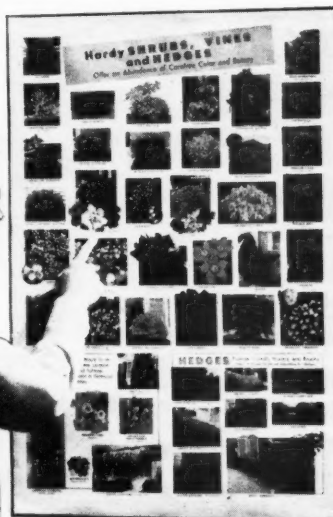
96 pages and cover, 8 1/2 x 11 inches. This book designed for the Northeast and Central United States. Substantially bound with heavy cover. Covers ornamentals of all kinds and also fruits. Each **\$4.00**

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Each 25 x 38 in., printed in full color. Metal binding top and bottom, very substantial.

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**\$3.00**  
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**Special Shade Fence** — 58 to 60 per cent Shade  
**Standard Snow Fence** — 43 to 46 per cent Shade

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and prices

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**HONESDALE, PA.**

Flower Grower; Theodore A. Weston, American Home; Barbara Black, New York Mirror, and Henry B. Aul, New York Herald Tribune. Chairman Bassity estimated that the garden living industries may well represent a gross income of from \$3 to \$6 billion.

Discussion began on a series of topics and questions raised by the nurserymen through the chairman. These included the feeling that many of the articles and illustrations were appropriate only for high-income households. This brought a round of comment which indicated that many news presentations are made especially with the small home and with the inexperienced person in mind. Barbara Black was especially interested in this group. Mary O'Brien suggested that there are many gardens of excellent design in the \$15,000 home group, but that

designers fail to follow up with good pictures to permit realistic presentation of the development of garden living.

Carroll Calkins and Ralph Bailey emphasized choosing the best in design and appropriate plants. Robert Crossley pointed out the threat to the home gardener by designers who are antigrass, antiflowers and anti-work.

### Explain Fall Drop-off

The question of why there is less about gardening in fall issues of garden publications was answered by Ralph Bailey, Harold Whiting and several others to the effect that there are so few ads in the fall season that the size of the publications has to be reduced.

The landscape "expert" who "takes" the public received his share of consideration. The "lawn mower

man" in urban areas who operates on contract for flower and garden maintenance without giving any clear account of materials used or the work done also received the panel's attention.

Harold Whiting urged the wider use of the seal of the New York State Nurserymen's Association in advertising and throughout garden living operations. Joan Faust suggested that nurserymen use more sample plantings as an aid to plant selection and guide to quality workmanship; labeling plants as to name, and giving data on growth, size, season, etc.

Carroll Calkins spoke with conviction that money is well spent on the best architect one can get to assure a livable and beautiful garden which is not a room but an extension of the functions of the home to live in, to play in, to lounge in. Liv-

## Sheen FLAME GUNS

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Control and Soil  
Surface Sterilization**

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Light and compact, the Flamewand is ideal for garden use. Operates over 30 minutes on one filling. This easy-to-use unit is fully tested and guaranteed for safe, efficient operation.

**\$29.50 postpaid**

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The most advanced flame gun on the market today. This model includes the Sheen heavy-duty pump, pressure gauge and control valve. Ideal for the small grower.

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This all-purpose machine combines the X300 Flame Gun with a wheeled chassis and hinged hood. Easy to maneuver, gun is detachable, providing maximum flexibility.

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Designed for extended operation, this model contains a three-gallon tank, permitting continuous operation for 1½ hours. Strong tubular chassis. 24-inch hinged hood. Ideal for inter-row weeding over large areas.

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## ADAIR'S MONEY-MAKERS

**Tree Diggers — Root Pruners  
Special Cutter Blades**

It is impossible to adapt diggers to some loaders. Be wise, make sure, write.

### CHARLES ADAIR CO.

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CHICAGO HEIGHTS, ILL.

ability and quality have to be sold by the professional. Hal Brady commented on the catalog of plantsman John Kelly, noting especially the guide for landscape planting with suggestions to the gardener for combining flowers and trees, with a plan to be accomplished in steps over a period of one or more years.

Chairman Bassity added the comment that home buyers should be encouraged to set aside a percentage (5 per cent or more) for landscaping and that this be financed on time buying.

### Tie-in Planning

Co-ordination of text and advertising for tie-in values drew animated discussion and revealed long-time planning of copy for at least a year ahead and often longer by Ralph Bailey, Carroll Calkins and others. Necessary changes are possible down to a short time before going to press. Harold Whiting and others stressed the fact that advance plans for articles are available to advertisers several months ahead of publication. Chairman Bassity referred to the policy of Life magazine, which does not let any one know in advance what text will appear and will not co-operate with an advertiser in a news tie-in.

Robert Crossley summed up the matter by pointing out that subject matterwise, topics and features are similar each year and both nurserymen and other members of the garden living industries are familiar with the yearly pattern and can plan accordingly.

Planning ahead was summarized in a roll call of the panel. The Herald Tribune and other weeklies reported seven days, with six to eight weeks advance for feature articles. Barbara Black indicated essentially following the weather, with up to three days advance for special articles. Ted Weston and Harold Whiting indicated 30 days, with three to five months for special articles. Ralph Bailey and Carroll Calkins, Mary O' Brien and Robert Crossley all reported six months or more, with last-minute changes to as close as three weeks, but long-time planning of at least a year.

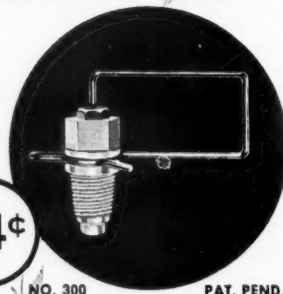
### Undesirable Copy

Fraudulent and overenthusiastic advertising received comment by many. Ralph Bailey indicated that fraudulent copy can be refused and referred to the recent statements of the American Association of Nurserymen as helpful. The editor is somewhat in the same legal status as the innkeeper.

Barbara Black indicated her concern and her work with Mr. Mat-

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**A PRACTICAL, ECONOMICAL WAY TO  
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Made of Nylon with Metal  
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Little or no maintenance required  
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For FREE Sample  
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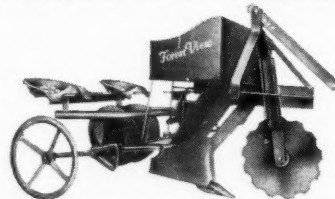
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- Plants seedlings, liners, potted materials, etc., without damage.

ForestView's Tandem Planter gives you the most in exclusive "custom-built" advantages at regular prices. With ForestView you get accurate alignment with adjustable lever . . . timing wheel that spaces plants evenly . . . scalloped coulter for easy cutting of briars, roots, etc. . . special trencher shoe with slip-fit point . . . nonlogging stripper-bar . . . and many others. Investigate the savings you can make with a ForestView Planter.

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### FORESTVIEW

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toon, of the American Horticultural Council, in attempting to run down specific cases which could be presented to the federal trade commission. Her earnestness on behalf of gardeners who trust members of the nursery industry was apparent, and the marketing of unlabeled and ungraded material was deplored.

Hal Brady reported his referral of over 400 letters from readers to one advertiser and pointed up advertising as one area in which reputable nurserymen can improve public relations, as has been done in other industries by better organization and use of appropriate labeling in advertising and marketing practices. Nurserymen can do much in taking a greater part in civic affairs, in which the public learns to know them as leaders.

#### Annual Dinner

A cocktail reception preceded the gala annual dinner Wednesday evening, when past presidents of the association were honored. George Hren, Anton Hren Nurseries, Huntington, L. I., N. Y., presided at this occasion. A major feature of the dinner was the presentation of Hall of Fame awards to four individuals, with C. Powers Taylor making the presentations. The recipients were Valleau C. Curtis, Prof. A. M. S. Pridham, Edwin C. Costich and Charles Perkins. Valleau Curtis also received the A. A. N. Booster award and a plaque in recognition of his services as past president of the New York State Nurserymen's Association.

Mr. Curtis as a graduate of the school of forestry at Syracuse in 1925, joined his father in the nursery business at Callicoon. He became active in the affairs of the industry and a leader in the Allied Nurserymen of Eastern New York and with the local chapter of the A. A. N. During the late 30's, he took a leading role in the negotiations leading to the formation of the New York State Nurserymen's Association. During the 40's, Mr. Curtis worked for further unification of the industry in the formation of the Eastern regional convention, which has been held yearly in New York city. He was also instrumental in the formation and conduct of the Nursery Landscape Information Service. His guidance and counsel during the expansion activities of the state association have been greatly appreciated.

#### Other Awards Made

Prof. A. M. S. Pridham, New York state college of agriculture, S. U. N. Y. at Cornell University,



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... PRINT YOUR OWN PLASTIC PLANT MARKERS in quantity ... quickly and economically. Markers look neat ... "professionally-printed". With practice you can print 100 markers in minutes. JIFFY PRINTER is *complete* ... nothing else to buy. Write today for FREE literature on JIFFY PRINTER and our complete line of Lifetime and Thriftee Plastic Plant Markers.

## LIFETIME MARKERS

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### "MISTER 100"

**MIST PROPAGATION NOZZLE**—finest ever developed — wide coverage — flat plane of mist. Spaced 3 ft. apart — drilled and tapped holes — 3/4-in., 1-in. or larger pipe. Sample postpaid \$1.00. Satisfaction guaranteed. Send for your sample today.

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BLACK POLY-KRAFT LINERS are long lasting, even in full sun - display plants beautifully and, "they breathe".

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**Gaslites**  
WITH  
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Enhance the setting for  
new homes and subdivisions with these  
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Golden-crested Riviera and  
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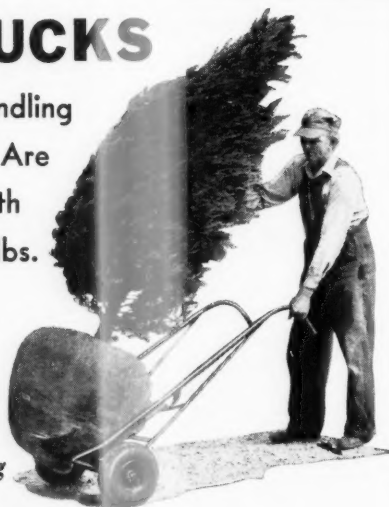
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Especially built for handling  
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can easily handle 600-lb.  
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Write for folder giving  
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Seed Co.

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Chicago 6, Ill. New York 13, N. Y.

received the award in recognition of research in ornamentals over the past 35 years.

Edwin C. Costich, Hicks Nurseries, received his certificate and plaque in recognition of his ability in selecting and producing materials of special value to the landscape nurseryman.

Charles Perkins, Jackson & Perkins Co., who became an active nurseryman at the age of 12, accepted the awards for his firm. The awards cited outstanding activity in production of ornamental plants for American horticulture as exemplified in the All-America Rose Selections trials and the production of 11,000,000 rose plants annually.

Two landscaping awards of the A. A. N. were presented at this dinner by Robert Lederer, A. A. N. executive assistant. A special award in recognition of downtown beautification went to Insley B. Smith, representing the Federal Reserve Bank, Buffalo, and Bernard Stangler, designer and landscape contractor for the bank landscaping project. J. Lusht, for I. B. M., Owego, received an industrial landscaping award.

A. L. Synesael, retiring president of the N. Y. S. N. A., received a plaque in recognition of his services the past year from George Hren, master of ceremonies.

Robert Lederer reviewed some of the recent projects of the A. A. N. and told some of the activities being planned.

"Creating a Garden Living Industry Image" was the subject of an address during the dinner program by Horace Curtis, marketing and advertising consultant, New York city.

Following dancing and entertainment features, a swim party and midnight lunch were enjoyed at the hotel's tropical pool.

At the general meeting held Thursday morning, Merton Congdon, president, Congdon's Wholesale Nursery, North Collins, showed pictures of his trip to Russia with other agriculturists in June, 1960. The excellent views lent conviction to Mr. Congdon's conclusion that Russian communes are efficient units in agricultural production.

Prof. L. F. Randolph, professor of botany at Cornell University, showed pictures of iris species in odd and unusual forms and markings, which Russian botanists assisted him to obtain. Dr. Randolph plans to use these in rounding out an iris-breeding program he has followed for 20 years.

The annual business meeting of



Progress photos show how the YORK RAKE clears rough, stony ground . . . grades and levels soil ready for seeding.



## This YORK RAKE UNIT

shortens soil-working time . . .

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YORK RAKE (Model RE) . . . SCARIFIER . . . GRADER BLADE . . . a rugged 3-in-1 combination that tackles tough soil-working jobs . . . builds finished surface faster than by any other method.

The YORK RAKE is the basic tool . . . attaches to any 3-point hitch tractor. SCARIFIER mounts on Rake frame, GRADER BLADE on front of Rake teeth. Although recommended for use as a complete unit, these attachments may be purchased separately.

YORK brings you these new advantages: Front-or-rear-Mounted Rake Caster Wheels . . . Reversible and Replaceable Scarifier Points . . . New Blade Lift Assembly.

*If you already own a Model RE YORK RAKE, you can easily add a YORK SCARIFIER.*

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For complete specifications, prices and nearest dealer's name, write Dept. AN-111:



MODERN CORPORATION  
UNADILLA, NEW YORK

**YORK RAKE UNITS**

the N. Y. S. N. A. was held after the previous talks were given, with A. L. Synesael presiding. Adjournment followed a luncheon.

### Trade Show, Educational Exhibits

A flower and garden show atmosphere prevailed in the Concord hotel lobby in the area of the pool and spiral stairway to the ballroom floor where 25 18x24-inch color transparencies of the Long Island nurserymen's show of spring, 1960, greeted members of the garden living industries on their way to and from meals during the convention.

The trade show, in charge of Harry Raben, Garden World, began in the extensive lounge east of the entrance lobby.

Educational exhibits, arranged in the lounge and on the ballroom floor, included a display by the New York state agricultural extension service in Nassau county on turf problems. The Erie county extension service spelled out the increasing production of nursery stock in that county in western New York, where growing area went up from 631 acres in 1950 to 1,245 acres in 1960.

An exhibit on a new project in marketing aids was staged by Prof. Dana Goodrich, New York state college of agriculture. Nematode control was featured by the New York

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CLEAR SPAN  
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BENCH HARDWARE — Angles — Corners — Sides. Heavy-gauge galvanized metal shaped to slip over sides and corners firmly. Sides  $\frac{3}{8}$  and  $\frac{1}{2}$  in. thick — 4 and 6 ins. high. Angles  $\frac{1}{2}$  x  $\frac{1}{2}$  in. — size 4x5 ins. Write for information on Bench Hardware!

4229 Spring Grove Ave., Cincinnati 23, Ohio

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Enjoy efficient, dependable, lowest-cost misting. Convert to

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System For  
I-N-T-E-R-M-I-T-T-E-N-T  
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**LABELS**

FINEST QUALITY - PROMPT SERVICE  
LABELS PRINTED TO ORDER

Write for samples, prices and discounts.

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DERRY VILLAGE, N. H.

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Knives - Shears - Pruning Tools  
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Write for Catalog



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BUSINESS!**

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## LANDSCAPE CONTRACTOR

**Learn at Home**

We prepare you to cash in on countless money-making opportunities open to you as a Landscape Contractor or Landscape Nurseryman. We show you how to double or triple your profits on the plants you grow. We show you how to start your own profitable business or expand your present nursery operation into the unlimited field of MODERN LANDSCAPING.

We teach you latest developments in Modern Landscaping, including: creative design—plant propagation—revolutionary new methods of growing in manufactured soils—practical soil testing—growth regulators—the low down on organic and commercial fertilizers—etc. We will



**NORM MORRIS**  
30 years teaching  
Lifetime Careers

show you easy ways of plant identification and how to select the right plants for your designs.

Our course features easy-to-understand assignments with carefully detailed illustrations. **CERTIFICATE AWARDED.**

May I send FREE, and without obligation, my informative Booklet? No salesman will call.

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**NORM MORRIS NATIONAL LANDSCAPE INSTITUTE**  
11826 San Vicente Boulevard., Dept. H-11, Los Angeles 49, California



state college of agriculture. U. S. D. A. research laboratory for ornamentals at Farmingdale.

The work of the U. S. D. A. quarantine branch at Hoboken and extension work in Japanese beetle and European chafer were highlighted in exhibits from Washington, D. C. The New York state department of agriculture and markets displayed up-to-date information on the size and distribution of the industry in New York state. Sterling Forest Gardens and the A. A. N. displayed attractive promotional folders and pictures.

New and unique packaging of B&B nursery stock was shown by New York state nurserymen, and pictures of winning gardens at the Long Island show were displayed.

### STORAGE OF STOCK

[Continued from page 12]

some bin has too little packing. It is also a great advantage when it is necessary to run the ventilating fans. The cooler air brought into the cellar is somewhat drying, but that is no worry with this new installation.

Six or eight years ago the nursery built its first mechanically cooled storage and up to 1960 had added two larger rooms. They all have four inches of insulation on the ceiling and walls. These rooms also have Binks automatic humidification. I consider the ultimate temperature to be just above freezing—33 to 34 degrees Fahrenheit.

This year the nursery built a new storage, 80x150 feet, with 20 feet clear to the beams. Pallets and a fork lift are used for the smaller plant material. So far the plan is working well and promises all of the advantages of the smaller rooms built previously. It is believed that it is the most economical method of storing stock, with the least loss of vitality. The capital investment may seem high, but in the end it is the lowest-cost method of putting high-quality plant materials into the hands of the planter.

### Best Storage Needed by All

Some may say that this program is all right for the larger grower, but because of the small quantity of stock handled, the smaller firm does not need it. I am convinced that the firm storing a few thousand plants for a few weeks needs such storage as badly as any other. In fact, no one can afford to be without the best storage possible. These are highly competitive times, and the production of quality stock is of ever-increasing importance. I think modern refrigerated and humidified stor-

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FINELY GRANULATED  
HIGHLY ABSORBENT  
TOP-QUALITY  
CANADIAN AND  
EUROPEAN

**PEAT  
MOSS**



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Prompt Shipments  
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SQUARES  
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for Coldframes

Write for Prices  
State Requirements  
**NEW AMSTERDAM IMPORT CO.**  
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**Specialized temperatures**

—for Rosebushes . . .

bulbs . . . valley pips . . .

nursery stock . . . greens

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Low insurance rates; private siding on N. Y. Central R.R.; truck and trailer platforms; pool car distribution; trucking facilities for local deliveries.

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PLAIN and TREATED

Established 1925

**IMPORTERS—MANUFACTURERS**

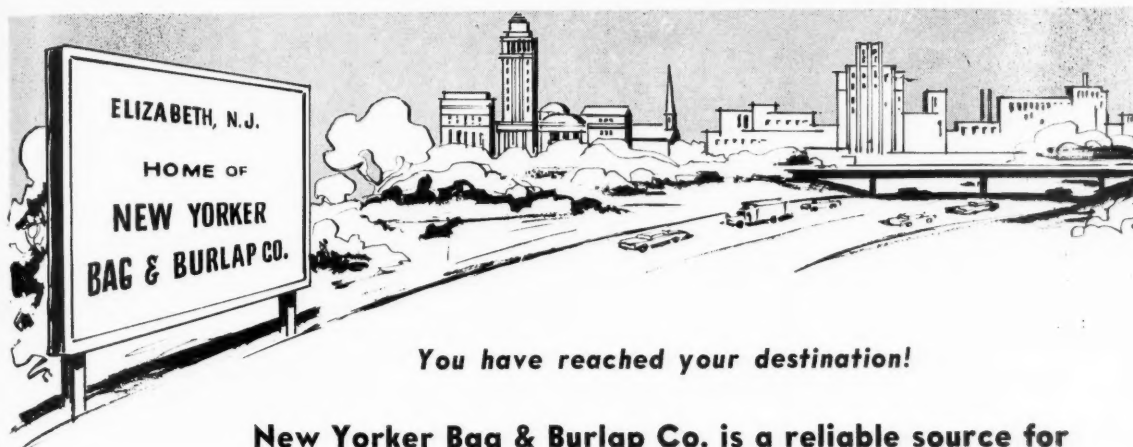
Distributors of Bird Pots,  
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## PAPER—PLASTIC—WOOD TAGS and LABELS

Send for our latest catalog.

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Grand Rapids 2, Mich.



**You have reached your destination!**

**New Yorker Bag & Burlap Co. is a reliable source for  
ALL YOUR BURLAP NEEDS**



For further information and immediate attention call COLLECT: ELIZABETH 4-3115, or mail this coupon.



**NEW YORKER BAG & BURLAP CO.**

651 MARSHALL STREET, ELIZABETH, N. J.  
ELIZABETH 4-3115

New Yorker Bag & Burlap Co.  
651 Marshall St., Elizabeth, N. J.

Send sample and price list on No-Req.

Mr. \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

age will do the job most economically.

Nurserymen have an obligation to the public, and inferior or inadequate storage is the area where plants are most often abused. Occasional complaints about unethical nurserymen are heard, but my belief is that if each grower does a good job of furnishing quality stock in a viable form, there will be little to worry about.

A 62-page bulletin, "Storage of Nursery Stock," by Dr. J. P. Mahlstede and W. E. Fletcher, of Iowa State University, Ames, was recently published with American Association of Nurserymen funds, in co-operation with the Iowa State University department of horticulture. This material should be read whether one plans to build or not, as the text contains many suggestions that will be helpful in any size of nursery organization. The bulletin is available from the A. A. N. office at Washington, D. C.

#### MINNESOTA ROUND TABLE

[Continued from page 12]

foreman, it is a good idea to keep him on a year-round basis, offering him a good wage and, possibly, a paid vacation. A foreman should be held

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responsible for keeping track of the landscape crew's time on the job, the amount of travel involved and stock materials and tools.

With regard to replacements and complaints, it was felt that no call should be made before May 15, or until such time as it is certain that the stock planted will not grow. Only one replacement call should be made.

A final point brought out was that it is a good idea to furnish a customer's service report when submitting a bill to the client. This may help alleviate complaints at a later date.

### Inventory Control

A second round-table group concerned itself with inventory control. Keith D. Law, Law's Valley View Nurseries, Hastings, acted as moderator, and the reporter for this group was Gordon John Bailev, J. V. Bailev Nursery, St. Paul. This panel found that most nurserymen and landscape men have a form of inventory for their respective operations. A suggested inventory setup might be to inventory shrubbery sometime in June and again in late fall. Evergreens and shade trees should be counted, tagged and kept on a more perpetual-type inventory basis.

It appeared that some landscape men take daily inventories of their entire stock, which, of course, is due principally to the fact that a landscape man generally has less stock to count than does the nurseryman. One retail nurseryman has a sheet for each plant variety that he stocks. He keeps these listings near his telephone.

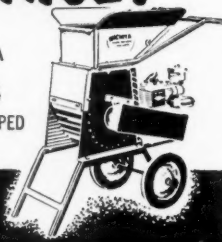
Conclusions drawn by the panelists in this group were that as a firm continues to grow inventory counts become increasingly more complicated until a point is reached where a perpetual inventory is almost a necessity. The greatest advantage to be gained from a perpetual inventory is that the nurseryman is constantly aware of the salability of each type of stock which he carries. This enables him to keep larger inventories on those items which move fast and to restrict or eliminate those which are poor sellers.

A panel discussion on cost accounting, moderated by Walter Carpenter, Minnesota Tree & Garden Center, Minneapolis, had Russell Zakariasen, Homedale Nursery, Hopkins, as reporter. Because of the cost involved in hiring trained accounting personnel, most nursery firms' accounting systems are considered inadequate, it was brought out. The average nurseryman is seldom aware of all his costs.

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overhead was said to run about 30 per cent of the gross sales figure. Labor cost in the average landscape operation or garden store also amounts to about 30 per cent of gross sales. And the cost of stock usually amounts to an additional 25 per cent.

By maintaining a watchful eye on the percentages of the aforementioned classifications, a nurseryman or landscape man can determine, from year to year, if he is running a profitable operation. If he finds that one classification is increasing as a percentage of the gross sales and there is relatively no increase in gross sales, he can usually put his finger on the area of his operations which is cutting into his profits. Labor costs are probably the biggest variable in cost accounting and should be watched for possible irregularities which might throw the firm's profit picture out of focus.

#### Landscape Design

The fourth group was one concerned with landscape design. This round table was moderated by Irving Malin, Homedale Nursery, Hopkins, and the reporter for the group was Max Sargent, Red Wing Nursery, Red Wing. This group agreed that, fundamentally, design is an arrangement of plants, presented to satisfy the visual concept of complementary beauty which, in the ideal environment, is an artistic creation in the truest sense of the word.

It was agreed that a landscape contractor should work in close cooperation with the architect. Also, when dealing with the customer, the landscape man should strive to see the client's viewpoint and satisfy his desires, as long as he does not have to subjugate his ideas concerning good taste and symmetry of design. There are always those prospects who will insist on several different types of plants for the landscape. If there is sufficient room and the use of the customer's selections blends with the over-all landscape plan, there is no reason why these wishes cannot be granted. If the client's wishes are in conflict with the elements of good design, the landscape man should attempt to educate the other to his way of thinking. And perhaps the best way to attain this meeting of the minds is to present the prospect with a good visual plan. Generally speaking, most persons do not want anything too radical, so one should be able to win a customer to one's side if the plan is in keeping with the concepts of good design.

Some final points brought out were that no landscaping at all is

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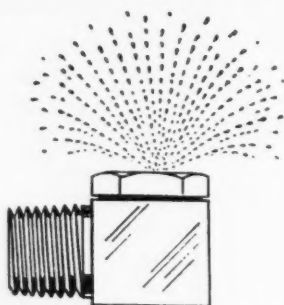
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better than landscaping in poor taste. It is unwise to clutter up a beautiful natural view, but if it can be complemented, then of course one should do so. Other points brought out were that color should be used sparingly and simplicity should be the watchword when scaling the over-all design.

### NEBRASKA CONVENTION

[Continued from page 15]

and also gives a better transition between the inside and outside. The east is a natural direction for masses of glass and a garden.

Floodlights are becoming more popular for the garden. These are most effective when focused on a tree to give an impression of depth at night. He cautioned against using too many lights. Pools and jets are returning to the well-designed modern garden. Used either together or alone, they provide greater interest.

The current Japanese influence on architecture is bringing rock gardens back to popularity. River bed gravel is most desirable for such gardens and should be used with plants for contrast.

On the subject of choosing plant materials for the garden, Mr. Yost stated there is a place for all plants grown. However, any plant can be put in the wrong place.

### A. A. N. Speakers

George Rose, A. A. N. director of region IV, gave a report of his experiences at the A. A. N. advanced management course held last summer at Minnowbrook Lodge on Blue Mountain lake in the Adirondacks.

Said Mr. Rose, "To those of you who have not taken advantage of these opportunities to improve yourself and your business, I urge that you sign up as soon as the 1961 courses are announced for one of the finest and most instructive weeks you have ever enjoyed."

The A. A. N. research committee, said Mr. Rose, commissioned Dr. W. E. Snyder, Rutgers University, New Brunswick, N. J., to make a thorough survey of all major research of horticultural interest being carried out in the United States.

Among the many interesting facts he uncovered was the information that there were 30 to 40 separate research projects under way on dwarf plants and dwarfing rootstocks. The committee has used his findings as a major guide to its subsequent course of action.

Mr. Rose reviewed the research publications the committee has sponsored on container-grown stock,



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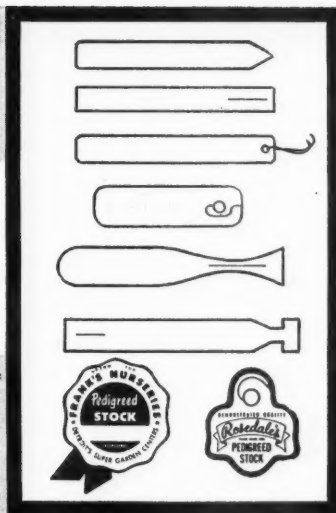
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dwarfing methods for fruit trees and storage of nursery stock. The research committee is now turning its attention to marketing, a field sorely neglected in the nursery industry.

### Market Development

Also active in this field are the A. A. N. market development and publicity committee and the director of public information, Howard P. Quadland.

One of the most pressing needs of the nursery industry is the creation of new markets and the development of existing markets for the products and services of nurserymen.

Perhaps even more important for the industry is the need for the nursery owner and manager to learn how to take advantage of the promotional and sales opportunities already available to him, which will enable him to increase his volume of business and his profit margins.

Selling and management aids provided by the A. A. N. include the two films, "Landscape for Living" and "Basic Technique for Home Landscaping," the Planting News bulletins sent to newspapers and garden magazines throughout the country and the monthly Merchandising and Sales Bulletin sent to members.

A review of A. A. N.-sponsored projects was given by Vincent Bailey, president of the American Association of Nurserymen. One of the most recent projects was a meeting with state regulatory officials concerning problems arising in the interstate shipment of plants because of inconsistencies in state regulations.

Another conference held last spring on nematodes was concerned with the economic losses caused by the pests and the probable regula-

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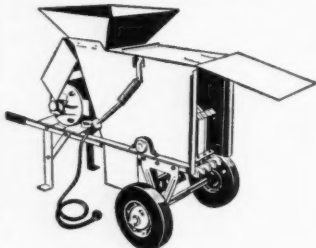
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tion of shipment of infested plant materials. Mr. Bailey urged nurserymen to study the conference report carefully.

On the subject of labor legislation, according to Mr. Bailey, a move is expected in the first session of the 87th Congress to extend coverage under the fair labor standards act. The control of nursery wages in such an event would not be nearly so serious as being brought under the national labor relations act, which would follow automatically and open the door to unionization of nursery labor. The Washington staff will work for the trade's interests in this matter and will keep members posted. Mr. Bailey concluded.

The next annual convention of the Nebraska Association of Nurserymen will be December 11 and 12, 1961, at the Cornhusker hotel, Lincoln.

## THE BEECHES

[Continued from page 17]

*F. s. pendula*—The popular weeping beech, of which there are many excellent specimens in this country and abroad, has several variations, some more wide-spreading than others. Only the best of these forms should be propagated asexually. It should best be grown where its branches can sweep the ground.

*F. s. purpureo-pendula*—With pendulous branches and purple leaves, the weeping purple beech.

*F. s. quercifolia*—With oaklike foliage, the oak-leaved beech, with leaves narrow and irregularly toothed.

*F. s. rohani*—With purple leaves similar in shape to those of variety laciniata.

*F. s. roseo-marginata*—Purple leaves with an irregular light pink border. This tree, of course, lacks its full complement of chlorophyll; hence is more difficult to grow than the others. In full sun the delicately colored leaf margin may burn to brown; so it should be grown in a slightly shaded situation. At best it can be considered of interest only while small.

*F. s. rotundifolia*—The round-leaved beech is one of the best of all these varieties. The leaves are rounded, one-half to one and one-quarter inches in diameter, originating in Woking, England, about 1872. The tree in the Arnold Arboretum has been growing since 1903 and is now 50 feet tall, with a branch spread of 42 feet. The branches are horizontal, but turned upward at the end, making a dense, beautifully branched pyramidal tree. This particular tree has the peculiar trait of holding its leaf buds shut until nearly two weeks

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after those of all other *F. sylvatica* varieties are fully open. This variety should be grown a great deal more than it is.

*F. s. tortuosa*—The 75-year-old tree in the Arnold Arboretum is 18 feet tall and about 36 feet in diameter, with a flat top similar in general outline to that of *Tsuga canadensis pendula*. Because of its very slow growth and unique, picturesque habit, there is not a great demand for this plant.

#### Fagus Not Recommended

*crenata*—Branching is very open, not good for this reason. Tree in Arnold Arboretum is two feet in trunk diameter and 50 feet tall.

*engleriana*—No better an ornamental than the native American beech.

*grandifolia caroliniana*—Similar in most respects to species.

*grandifolia pubescens*—Similar in most respects to species.

*japonica*—An upright branched tree, with leaves the same size and shape as those of *Betula lenta*. Nothing especially unusual about it.

*longipetiolata*—No better than recommended species.

*lucida*—Makes a poor ornamental.

*orientalis*—A fine specimen in the Arnold Arboretum with a 2-1/2-foot trunk.

However, although the leaves are slightly larger than those of *Fagus sylvatica*, it seems to be opener and has no greater ornamental value.

*sieboldi*—Synonym for *F. crenata*.

*sylvatica atropurpurea*—Synonym for *F. s. atropurpurea*.

*sylvatica albo variegata*—Poor foliage.

*sylvatica cristata*—An unattractive variety, slow-growing, leaves clustered and somewhat curled or contorted.

*sylvatica crispa*—Synonym for *F. s. cristata*.

*sylvatica dentata*—Received by the Arnold Arboretum from Holland in 1903, but it turned out to be *F. s. laciniata*.

*sylvatica grandidentata*—A tree of this name has been growing in the Arnold Arboretum since 1912.

*sylvatica heterophylla*—Synonym for *F. s. laciniata*.

*sylvatica incisa*—Synonym for above.

*sylvatica latifolia*—Leaves broad and large, nearly entire; actually no better an ornamental than the species.

*sylvatica luteo-variegata*—Poor-colored foliage.

*sylvatica macrophylla*—Synonym for *F. s. latifolia*.

*sylvatica nigra*—Synonym for *F. s. atropurpurea*.

*sylvatica purpurea*—Synonym for above.

*sylvatica quercoides*—Differs little from recommended varieties.

*sylvatica sanguinea*—Differs little from recommended varieties.

*sylvatica tricolor*—Leaves with white variegations, pink margin. This does not look well except possibly for a short time in the spring when the leaves unfold. In the full sun, the leaves tend to burn and turn brown, especially along the pink margin. If grown at all, it should be planted in partial shade.

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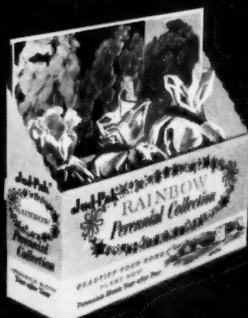
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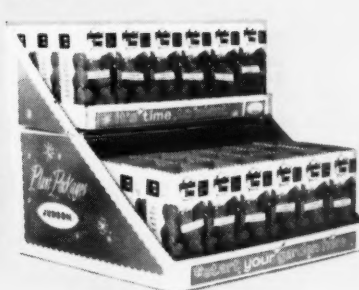


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January 1, 1961

To Our Fellow Members of the Nursery Industry:

This first of a New Year seems a fitting time to review, critically, the past decade and focus our views, realistically, upon the future.

THIS WE BELIEVE . . .

That against the background of actual housing starts, plus those forecast, the level of market activity in nursery products can only increase. No competitor for the consumer dollar has more genuine value to sell than we nurserymen, for along with natural beauty, more gracious outdoor living and appreciating values, we offer a product that contributes to American tradition of pride in home and environment. Our industry possesses a rare market potential; it is easy to visualize saturation in TV sets, but not in plants, nor landscape service.

That inventory management problems, of grower and retailer alike, can be solved in some way better than the familiar "dumping". Not yet in the history of America has price cutting built a fine or lasting business enterprise. Will not closer cooperation between the elements of our trade, through established trade associations, or other, provide a workable solution?

Throughout the sixties, the nursery business can grow at a phenomenal rate. This letter is an open invitation to join D. Hill in an effort to make the entire nursery industry better and more profitable for all.

Sincerely,

D. HILL NURSERY COMPANY